

# Practical Takeaways for a Healthy European Cyber Market

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### **Today's Moderator**



Rebecca Bole
Director
Editorial Strategy & Products
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## **Today's Panelists**



Kyle Bryant
Regional Cyber Manager
Continental Europe
ACE



Sarah Stephens
Head of Cyber & Technology Practice
JLT

## **Today's Panelists**



Vijay Rathour Vice President Stroz Friedberg



Susannah Wakefield Partner Taylor Wessing

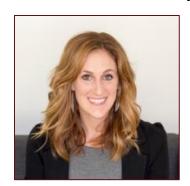
## What is unique about the European cyber market?



Rebecca Bole Advisen



**Kyle Bryant** ACE



Sarah Stephens JLT



Vijay Rathour Stroz Friedberg



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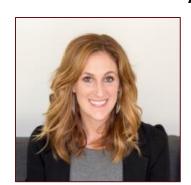
## What specific legal and regulatory challenges does Europe face?



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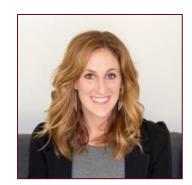
# What can Europeans learn from the handling of cyber breaches and system outages in the US and other markets? How is technology/IT security used uniquely in Europe?



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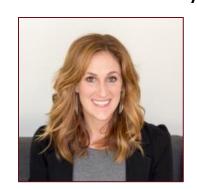
## Can you offer some practical takeaways, or best practices for the audience?



Rebecca Bole Advisen



Kyle Bryant ACE



Sarah Stephens JLT



Vijay Rathour Stroz Friedberg



Susannah Wakefield Taylor Wessing



### **Best Practices for Clients**

 Prepare for a cyber security incident – develop vendor relationships, know who you will involve internally and externally

Test your process

 Identify primary concerns and clearly convey them to your broker or carrier prior to proposals



### **Best Practices for Brokers/Carriers**

Listen to the needs of the client

Tailor the insurance purchase

Engage persistently as risks evolve, not only at renewal

 Learn from experience – engage with breach vendors, legal experts, and clients to enhance solutions



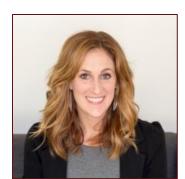
# We've looked at some of the unique issues facing European businesses. How should the European insurance market be responding?



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## Do you think the unique elements, mentioned previously will endure?



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Tuesday, March 3, 2015 at 8am PST Sir Francis Drake Hotel, San Francisco, CA

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