

Practical Takeaways for a Healthy European Cyber Market

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Practical Takeaways for a Healthy European Cyber Market

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Today's Moderator



Rebecca Bole

Director

Editorial Strategy & Products

Advisen Ltd.

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



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ACE



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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?



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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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