

Cyber RiskScript

THE CYBER HARD MARKET SOLUTION

The current Cyber market is highly volatile and experiencing a major paradigm shift. Claims activity has been exacerbated in both frequency and severity, mainly by ransomware, negatively influencing Cyber Liability's profitability for carriers.

These trends have ultimately led to the market drawing a line in the sand and demanding a change in their approach to assessing and providing Cyber coverages, as outlined below:

The Underwriting Process

The underwriting process has become significantly more rigorous. Applications are met with increased scrutiny and a need for supplemental information. As a result of this increased scrutiny, security control requirements are expanding rapidly. Some of the security controls directly impacting an insurance buyer's ability to procure coverage include:



Multi-factor Authentication (MFA)



Back-up Segmentation & Encryption



Endpoint Detection & Response (EDR)

Additionally, insurers continue to utilize emerging technologies to support managing the quickly shifting product. Scanning and modeling solutions are being implemented to assess prospective insureds and, in some cases, used on an ongoing basis to actively monitor insureds.

Cyber Insurance Products

Cyber insurance products have also undergone significant changes in recent years. While these adjustments can be broken down into the following common trends, the implementation varies from carrier to carrier and insured to insured. It is largely impacted by what's discovered in the underwriting process presented above.

Rates

It is not uncommon to see rates at renewal doubling or even tripling from the previous year.

Retentions

Carriers are continually looking for insureds to retain more risk than ever before.

Reduction of Coverage

Sublimits, coinsurance and the removal of certain insuring agreements are all possible changes that carriers will consider implementing at renewal.



The Solution? Cyber RiskScript

The swift shift in the Cyber landscape has caused significant disruption for insureds attempting to procure or renew coverages. As your broker, we're closely monitoring these changes and continue to refine our approach to keep you informed and prepared.

Unison Risk Advisor's Cyber RiskScript process is designed to prepare you for the volatile market and is supported by the following tools:



Self-Assessment Control Questionnaire

The questionnaire is designed to review critical privacy and security controls currently implemented across the organization.



BitSight Scanning

A non-intrusive, external scan of domain addresses, looking for any known vulnerabilities or gaps and providing an outside-in view of cybersecurity functions and posture.



Limits Modeling

A simulation tool designed to support the limits buying decision, aiming to make sure the Cyber limits purchased align with the organization's risk tolerance.



Technical Consulting

As the minimum requirements grow, so does the technical strain on insureds. When needed, URA can introduce technical support and assist IT teams with addressing the most critical controls.

Questions?

With the power of Unison Risk Advisors' Cyber Risk team at your disposal, you can review and identify the items that could cause problems during the coverage procurement or renewal period. Beginning at least 4-6 months in advance of a renewal/procurement, we identify issues before they are submitted to underwriters, provide mitigating controls and minimize the market impact, thus maintaining your insurability.

Talk to a trusted advisor today for more on URA's process for Cyber Liability insurance procurement in the hard market.