



## CYBER RISK TRANSFER CONSULTING SERVICES



### THE BIG PROBLEM WE HELP SOLVE

**INTELLIGENTLY USING CONTRACT & INSURANCE TO TRANSFER CYBER RISKS CAN BE VERY DIFFICULT**



### THE COMPLEXITY YOU MUST UNDERSTAND

**UNDERSTAND YOUR SHARED CYBER RISKS**

Most organizations share cyber risks with their customers and partners. The amounts at stake can be astronomical. And, failure to transfer them can be very costly.

**USE CONTRACT TO TRANSFER SHARED RISKS**

Every contract you have with customers and partners should address your shared cyber risks. The problem is that few lawyers have the mix of cybersecurity, legal, and cyber risk mitigation expertise needed for this challenge.

**QUANTIFY YOUR RESIDUAL CYBER RISKS**

A critical part of cyber risk transfer is quantifying your residual risks – i.e., the risks not mitigated by your other cyber risk mitigation efforts. It helps with contract and insurance transfer.

**CONDUCT AN INSURANCE GAP ANALYSIS**

An insurance gap analysis involves accurately understanding how all your current policies – e.g., E&O, General Liability, Cyber Liability Insurance – currently cover your residual cyber risks.

**COMPARE ROI OF BUYING NEW INSURANCE WITH OTHER MITIGATION**

The gap analysis is tough enough by itself. But, before investing in more insurance, you should compare the mitigation ROI of investing more in your other mitigation efforts.



## HOW WE HELP YOU SOLVE THIS PROBLEM

### THE THREE STEPS TO OUR CYBER INSURANCE SERVICES

We can deliver all three of these steps. Or, we can craft a tailored package to meet your unique situation and needs.



#### **Calculate Residual Cyber Risks**

We help you more accurately calculate your residual cyber risks – namely, those not mitigated by your current cybersecurity, computing continuity, contracts, and insurance.

This information is critical for making intelligent risk transfer decisions..



#### **More Effectively Use Insurance & Contract to Transfer Cyber Risks**

When using contracts and complex insurance & e.g. cyber liability policies and/or IP coverages & to transfer cyber risks, the devil is often in the details.

We have the expertise to help you more effectively transfer your cyber risks using both contract and insurance.



#### **Best Terms & Pricing**

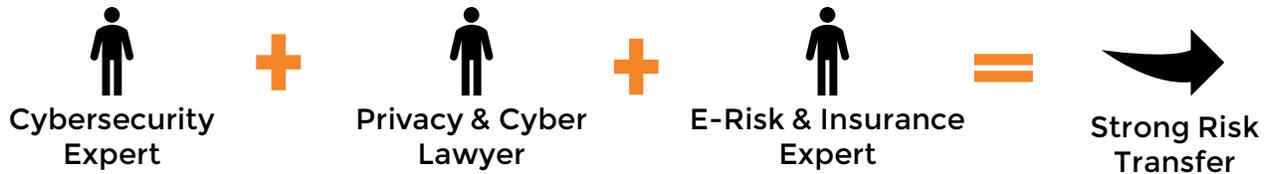
Because we are not your insurance agent or broker, we let the market forces work in your favor by helping you compare offerings from many insurers.

We also know ways that insurers will negotiate. Together, this helps you get the best terms and pricing.



## THE EXPERTISE BEHIND OUR SERVICES

Through the combined expertise of Dr. Rogers and Elliot Turrini, Practical Cyber has the expertise to help you make intelligent cyber risk insurance decisions.



### Purdue University's Dr. Marc Rogers



Internationally known cybersecurity expert and Founder of MKR Forensics.

Executive Director Purdue Cyber Security and Forensics Lab and graduate program (the number one program in the nation).

Excellent practical experience while a professor at Purdue:

- Led over 125 cyber incident response investigations – including several for Fortune 100 companies;
- Created over 100 cyber incident response plans – including for several Fortune 50 companies.
- His clients have spanned various industries including technology, financial services, healthcare, manufacturing, etc.

### Former Federal Cybercrime Prosecutor Elliot Turrini



Former federal cybercrime prosecutor where he handled the Melissa Virus prosecution; the UBS insider attack case; and other major investigations and prosecutions.

Enterprise risk management and cyber risk insurance expert.

Cyberlaw and privacy attorney in private practice – covering all aspects of cyber and privacy law.

Editor & Author of [Cybercrimes: A Multidisciplinary Analysis](#) – a book published 2010 – covering all aspects of cybersecurity.

VP of Consulting Services Arete Advisors, a cybersecurity firm, 2017.

General Counsel & EVP of 300 employee IT services firm 2004-07.

Contact: [Elliot@PracticalCyber.com](mailto:Elliot@PracticalCyber.com) or (201) 572-4957