



CYBER INSURANCE CONSULTING SERVICES



THE BIG PROBLEM WE HELP SOLVE

MAKING INTELLIGENT DECISIONS ABOUT INSURING CYBER RISKS IS VERY DIFFICULT



THE COMPLEXITY YOU MUST UNDERSTAND

Cyber risk mitigation is part of your overall business risk mitigation efforts and should be focused on preventing/mitigating the cyber risks associated with each component of your business strategy and operations.

New insurance should only be bought when it would cost-effectively offset some of your residual cyber risks.

To identify residual cyber risks, you must identify and quantify your cyber risks, which includes (among other things) assessing the mitigating effects of your existing cybersecurity, business continuity, risk-transfer via contracts, and insurance.

Any money spent on new insurance might not produce as high a cyber risk mitigation ROI compared to other cyber risk mitigation investments.

Some of your cyber risks (e.g. theft of IP stored digitally and interference with production or distribution) are outside the scope of most cyber liability policies, which likely makes getting insurance for these risks expensive.

Cyber liability insurance policies are highly complex, their coverages vary widely, and they were created to predominantly offset data breach risks – not to cover your full cyber risk mitigation needs.



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, business continuity, contracts, and insurance.

This information is critical for making intelligent insurance decisions.



Calculate Actual Insurance Value

With complex insurance – e.g. cyber liability policies and/or IP coverages – the devil is often in the details.

We have the expertise to understand these policies, find the hidden exclusions, and calculate their ACTUAL value for your unique situation.



Best Terms & Pricing

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

We also know some of the 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 insurance decisions.



Purdue University's Dr. Marc Rogers



Internationally known cybersecurity expert.

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.

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