



How to:

Secure Cyber Insurance for Your Business

What you need to know to purchase a new policy
or renew an existing one

CURRENT CYBER INSURANCE LANDSCAPE



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WHAT WE'RE SEEING:

- Increase in price
- Claims denials
- Not as easy to secure a policy
- Complicated requirements

FACTORS AFFECTING POLICY PRICE:

- Number of End Users
- Annual Revenue
- Personal Identifying Information or PII records
- Industry



CYBER INSURANCE POLICIES



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1. DO YOU HAVE A DATA PRIVACY OFFICER?
2. DO YOU HAVE AN IT PROVIDER?
3. WHAT IS YOUR BACKUP PROCESS?
4. WHERE IS YOUR DATA STORED (IN THE CLOUD)?

4 QUESTIONS
YOU CAN
EXPECT

TOP CONTROLS FOR CYBER INSURANCE POLICIES



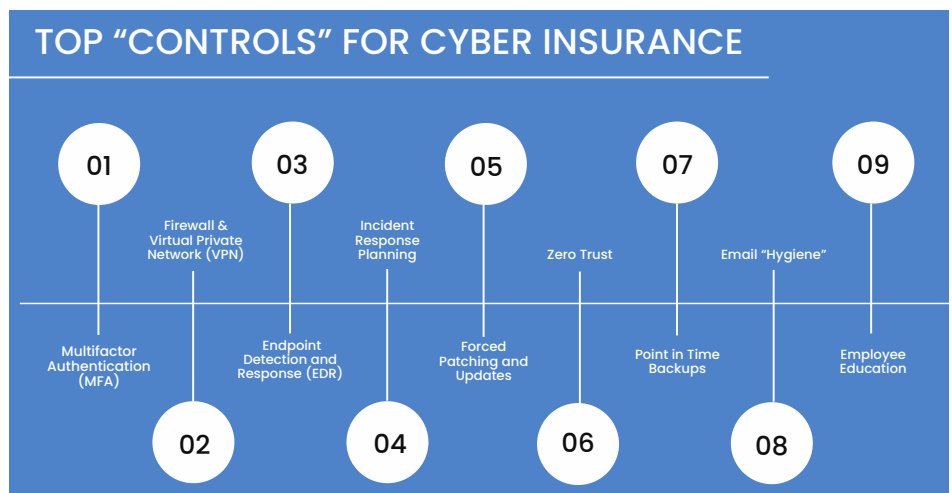
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Denial
Insured
Policy

THE 6
REQUIREMENTS
EXPECTED TO
SECURE A
POLICY

1. MFA
2. EMAIL FILTER
3. ENCRYPTION
4. OFFSITE BACKUPS
5. ENDPOINT PROTECTION
6. MONITORED AND MANAGED BY A PROFESSIONAL

ATS
RECOMMENDS:



DATA BACKUPS: THE 411 ON 3-2-1



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DATA BACKUPS
ARE
IMPORTANT.

WHEN (NOT IF)
SOMETHING
HAPPENS,
ENSURE YOUR
BUSINESS CAN
CONTINUE TO
OPERATE.



**DATA
BACKUP**

3 COPIES OF YOUR DATA

2 DIFFERENT MEDIA

1 OFFSITE

SELF ASSESSMENT QUESTIONNAIRE



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Section	Question
Bare Minimum	Do you have backups of your files and email in a secure location outside of your office?
	Are your computers systematically forced to apply updates (forced patching)?
	Are users required to take an additional step beyond a password to login to your network and applications such as a verification code, email, or text? (Multi-factor authentication MFA)
	Do you have firewalls in your network? (Both a hardware device for the network and software on your individual devices)
	When your users connect to your network remotely, are they required to use a secure VPN to do so? (Virtual Private Network)
	Do your computers have anti-virus software protection that is managed centrally outside of the control of the individual users?
	Do you have anti-spam software that segments junk mail from you're the inboxes of your users?
Foundational	Do you have software protecting your users from bogus emails and links? (Phishing)
	Do you have any monitoring and recording of threats to endpoints on your network?
	Do you have protection against your users clicking on malicious or inappropriate links?
	Do your people use a password vault to protect their credentials from being seen or stolen?
	Is the data on your network encrypted?
	Are your mobile devices managed centrally to control settings and security? (Mobile Device Management MDM)
Proactive	Do you have an educational program of cyber awareness training for your users?
	Do you have a current network and security assessment clearly defining areas for improvement?
	Do you have network monitoring software that allows you to manage all of your devices, network, and applications from one central location?
	Do you have internal corporate policies for maintaining best practices for cyber security?
	Do you have a disaster recovery plan in case of a major cyber event?
	Do you have a fully managed 24/7 security operations center that is monitoring, recording, and reacting to intrusions to endpoints on your network?
Advanced	Do you employ the concept of Zero Trust Architecture? (Never trust, always verify, for each connection in the network.)
	Have you conducted a cyber risk analysis according to the procedures provided by NIST?
	If you have a current disaster recovery plan, do you test it on a regular basis?
	Have you conducted an advanced cyber risk assessment?
Specialized	Do you conduct regularly scheduled penetration tests?
	Do you utilize a solution designed to ensure that your organization remains compliant with all key regulations and standards? (Compliance as a Service CAAS)

WHY YOU NEED AN EXPERIENCED CYBERSECURITY PARTNER



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CONTACT US
TODAY TO ENSURE
YOU HAVE
EVERYTHING IN
PLACE TO SECURE
YOUR CYBER
INSURANCE.



605 W. Knox Rd, Suite 206
Tempe, AZ 85284



aaron.frazier@technologyspec.com



www.technologyspec.com



Call us: (480) 491-1400

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FOR A POLICY

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RETURN ON
YOUR CYBER
INSURANCE
INVESTMENT

PEACE OF
MIND YOUR
CRITICAL
BUSINESS
ASSETS ARE
PROTECTED