



Cyber Insurance

Drive growth with Automated, Accurate Risk Assessments
& Cyber Data Insights



The Cyber Insurance market is growing rapidly due to a substantial rise in cybercrime and the convergence of three factors:

- Changes in legislation and strong recommendations by government regulators to have insurance in place
- Significant impact and costs for businesses subject to cyber attacks
- An emerging B2B ecosystem

The increasing demand for Cyber Insurance favors insurance providers who can assess cyber risk effectively, price policies competitively, manage and mitigate the collective risk of the policy portfolio continuously, and qualify legitimate claims and protect themselves from fraud.

Capgemini's **Global Cyber Insurance** offer gives insurance providers a competitive advantage in entering new markets and driving new growth.

Cybercrime is a growing global concern and is indiscriminate of the size of business, market sector, and location.

Globally over 154 countries have enacted cyber legislation that either mandates or strongly recommends cyber protections, including the need for insurance. Europe has the highest adoption rate (93%), and Asia and the Pacific the lowest (55%).



Optimism has no place in Cyber Insurance underwriting.

Insurance organizations have typically provided products on a sum insured basis (e.g. price per million of revenue insured) for the SME (small-to-medium enterprise) market or used more intrusive and time-consuming physical audits for corporate clients in order to derive policy conditions and price etc. These approaches are far from perfect; they are either inaccurate at the point of underwriting about the actual risk posture and controls of a client, or the audit information is outdated once completed and risk has the potential to rise during the policy lifetime.

In response to these needs, Capgemini has developed a highly automated and scalable global Cyber Insurance offer that provides **Rapid Risk Assessments** at the point of sale, tracks the risk posture of the policyholder throughout the insured period, and provides timely interventions in order to mitigate both the risk of a cyber-attack being successful and the likelihood of a claim being made.

The Cyber Insurance offer combines our expertise in Cyber Risk Management and Compliance, Threat Intelligence, and the ability to assess a client's external risk posture in near real-time.

The service provides digital insights and creates a new source of competitive advantage in pricing and managing policy risk, including post-claim qualification and support.

We also offer insurers an on-demand **"Post Breach Services"** capability backed by our global team of thousands of cyber security professionals.

¹Cyberlaw Adoption survey 2020, United Nations Conference on Trade and Development

A Win for Policyholders and Insurance Providers

Capgemini is unique in its ability to harness digital insights to assist policyholders in understanding and improving their security posture while also helping insurance providers manage their insured portfolio effectively, thereby benefiting all stakeholders and constituents simultaneously. We do this by addressing the challenges across the entire Cyber Insurance Life Cycle



Policyholder Acquisition

Capgemini's Cyber Insurance offering helps insurers in addressing the challenges to:

- Reduce the cost and time to risk assess potential applicants at scale
- Avoid ineffective underwriting due to lack of historical and /or cyber data insight
- Avoid the risk of relying on the applicant's lack of awareness of their security posture
- Price competitively

We accomplish this by:

- Automating the security risk assessment by combining an **"inside out"** and **"outside in"** evaluation based on a deep dive analysis of multiple risk vectors and information from historical breaches associated with the potential policyholder.
- Coupling this approach with an intuitive questionnaire based on industry security standards such as ISO27001, NIST & GDPR to generate an insightful risk score in line with the CMMI, which helps in effective underwriting.
- Attending a risk dialogue with the applicants' business leaders, or where policyholders are being intermediated by insurer brokers, Capgemini can support remote risk assessments.

Policyholder Risk Management

Our approach helps insurers to address the challenges to:

- Maintain awareness of the policyholder's changing risk profile and make timely interventions to prevent a security breach and subsequent claim.
- Monitor the ever-changing global cyber threat landscape and mitigate the impact on the insured book due to client vulnerabilities.

Capgemini delivers these benefits by:

- Invoking an **"At-Signing"** risk score report during the onboarding of a policyholder that provides details of security risks the policyholder is exposed to along with recommendations to address these risks, thereby providing guidance on improving their risk score.
- Monitoring the policyholder's risk profile on a monthly basis to track risk score changes, thereby enabling insurers to make informed decisions and take corrective actions if necessary.

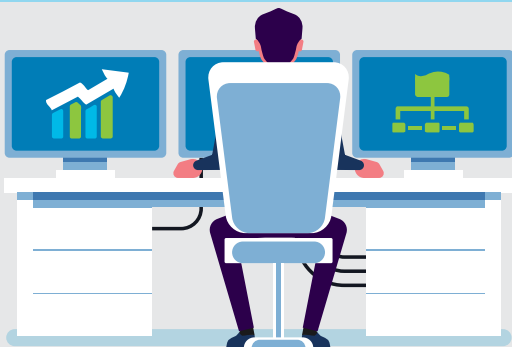
Better Insights, Lower Risk = Higher Profitability

Capgemini's Cyber Insurance offering gives insurers the ability to make informed interventions, enable mitigation of risks and reduce the likelihood of a claim being made by providing:



Periodical monitoring of Policyholder

As cyber threats grow more elusive and sophisticated, there is an increased need for continuous monitoring of security posture of the policyholders. With an extensive monitoring capability of Capgemini's Cyber Insurance offering, all policyholders are robustly monitored thereby providing actionable insights periodically and instilling faith and confidence.



Threat Intelligence & Advisory service

By proactively evaluating threats, Capgemini offers 24x7 notifications, security news and security alerts with comprehensive, actionable intelligence in a timely manner. We help defend against cyber threats and align your security program with your corporate risk management goals.



Post Breach Risk Report

With the increasing Internet-based risks, breaches are inevitable and the ambiguity of deciding a payout or withholding a claim is high. Capgemini enables informed decision making and assists insurers with a Claim Period Risk Report detailing the **outside in** risk posture of the policyholder. **This report** also helps in identifying the root causes and thereby provides guidance in setting up the forensic and incident handling directions.



Service Insights

As a value-added component of the Cyber Insurance offering, Capgemini uses data analytics to create Service Insight Reports to help insurers make business-critical decisions regarding the Cyber Insurance portfolio - including new market opportunities, industrial risks, industry comparable information, and more).

Post Breach Services

Capgemini's Post Breach Services offer the following advantages:



Unified Incident Management Process:

Capgemini establishes a unified incident management process and as part of this activity we provide the Cybersecurity CBT Training Module on the Cyber Incident Management process and General Cyber Awareness that helps provide instructions to follow in case of an Incident.



Identification & Triage:

Capgemini offers its identification and triage service via the Global Cyber Bureau Service, operating with 24x7 availability. This bureau works with insurers, acknowledges the incident, and performs the Incident classification.



Playbook Driven Global Incident Response:

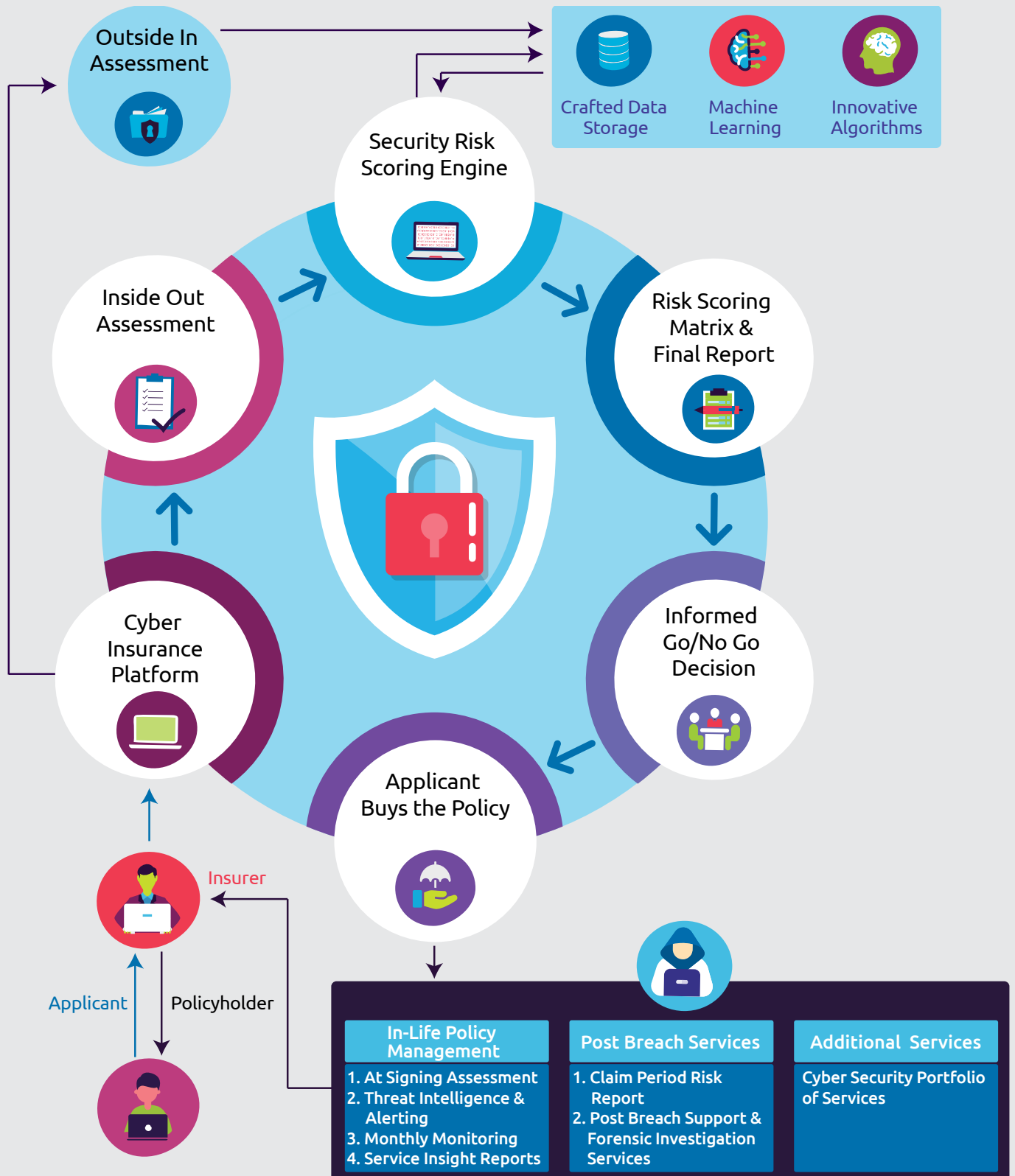
We support a common Global Incident Response process aligned to ITIL and run by Global Cyber Bureau Service. The claim period risk report is referred for detailed visibility into risks and helps in setting up the forensic direction.



Forensics: Remote & Global Flying Squad:

This comprises forensic image capture and analysis of system storage, memory and network-based forensics, log analysis, client email analysis, malware analysis and IOC identification, client personnel discussions (Incident Response & Investigation) and incident timeline analysis (Incident Report).

Informed Cyber Insurance Journey



Recap: Capgemini Advantages

For Insurance providers:

- Ability to enter new markets quickly
- Growth with a Global partner
- Highly automated & scalable approach
- Informed Decision Making throughout the insurance life cycle
- Regular Threat Intelligence feeds and Advisories to proactively protect policyholders
- Extensive service insights for mitigating in-life policyholder claims
- Global cyber investigation services & claim support
- Reduced cost of re-insurance
- Increased customer satisfaction, resulting in higher client loyalty

For Policyholders:

- Increased awareness of cyber threats and risks
- Hard data to drive better decisions about improving the security posture
- More fair and accurate policy pricing
- Reduced risk for the enterprise
- Instill confidence through continuous monitoring to make infrastructure changes

Learn more.

Contact Capgemini today for additional details about our distinct - and uniquely effective—services for Cyber Insurance carriers and Policyholders





About Capgemini

Capgemini is a global leader in consulting, digital transformation, technology and engineering services. The Group is at the forefront of innovation to address the entire breadth of clients' opportunities in the evolving world of cloud, digital and platforms. Building on its strong 50-year+ heritage and deep industry-specific expertise, Capgemini enables organizations to realize their business ambitions through an array of services from strategy to operations. Capgemini is driven by the conviction that the business value of technology comes from and through people. Today, it is a multicultural company of 270,000 team members in almost 50 countries. With Altran, the Group reported 2019 combined revenues of €17billion.

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