



Technology & Communications

Cyber risk exposures and solutions

Software developers, hosting and cloud computing companies or telecommunications organisations are a target for cyber criminals with motives of financial gain via theft of confidential information or money. Cyber is a broad risk that organisations face by virtue of their reliance on information technology, connectivity and automated processes. In an increasingly punitive legal and regulatory environment, and with more frequent contractual requirements for cyber liability insurance, forward thinking companies are taking proactive steps to explore and transfer cyber risk.

Numerous factors contribute to an organisation's cyber risk profile, including: action by employees, system and programme errors, security measures, industry, nature and quantity of data collected, political or strategic significance and reliance on technology.

Cyber risk considerations for technology and communications organisations:

- ▶ Gathering, maintaining or hosting private information
- ▶ High dependency on electronic processes and computer networks
- ▶ Contractual provisions and procedures
- ▶ Intellectual property infringement
- ▶ Privacy regulation

Potential cyber incidents for technology and communications organisations:

- ▶ Hackers gaining access to PII stored in data centres
- ▶ Failure of services which create a consequential loss for customers
- ▶ Distributed denial of service attacks
- ▶ Destruction of critical backup data
- ▶ Security incident exposing private or third party sensitive information resulting in legal action
- ▶ Intentional acts committed by rogue employees
- ▶ Ransomware attacks

We're here to empower results

David Molony
Cyber Technology & Communications
Industry Expert
+44 (0)777 5227008
david.molony@aon.co.uk

Spencer Lynch
Cyber Security Leader
Cyber Solutions EMEA
+44 (0)20 7061 2304
spencer.lynch@aon.co.uk

Vanessa Leemans
Chief Broking Officer
Cyber Solutions EMEA
+44 (0)20 7086 4465
vanessa.leemans@aon.co.uk

Richard Hanlon
Chief Commercial Officer
Cyber Solutions EMEA
+353 (0)1 266 6443
richard.hanlon@aon.ie

aon.com/cyber-solutions

Scope of traditional cyber coverage available in the insurance marketplace:

Third party coverage elements

- **Security and privacy:** defence costs and damages suffered by others resulting from a failure of computer security, including liability caused by theft or wrongful disclosure of confidential information, unauthorised access, denial of service attack or transmission of a computer virus
- **Regulatory defence and fines:** defence costs for proceedings brought by a governmental agency in connection with a failure to protect private information and / or a failure of network security
- **Media liability:** defence costs and damages suffered by others for content-based injuries such as libel, slander, defamation, copyright infringement, trademark infringement, or invasion of privacy
- **PCI fines and assessments:** defence costs for investigations brought by the Payment Card Industry (PCI) in connection with a failure to protect private information and / or network security

First party coverage elements

- **Breach response costs associated with:** breach notification, including the hiring of outside law firms and public relations consultants, forensic costs, credit monitoring / protection, notification hot-line / call centre, identity theft resources
- **Network business interruption:** loss of income and extra expense due to network security failure
- **Dependent business interruption:** reimburses the insured for actual lost net income and extra expense incurred when the insured's service provider's computer system is interrupted / suspended due to a failure of network security
- **System failure business interruption:** coverage for business interruption due to an unintentional or unplanned system failure not caused by a failure of network security
- **Data restoration:** costs to restore / recreate data / software resulting from network security failure
- **Cyber extortion:** reimburses the insured for expenses incurred in the investigation of a threat and any extortion payments made to prevent or resolve the threat

Aon has successfully negotiated the following key coverage enhancements with insurers (subject to market agreement per individual risk):

- | | |
|---|--|
| • Full limits for incident response and costs associated with breach notification | • No failure to patch exclusion |
| • Broad definition of computer system | • Combine with Errors & Omissions coverage |
| • Coverage for cyber terrorism | • Telecommunications Errors & Omissions providing contingent bodily injury and property damage |
| • Deletion of the unencrypted device exclusion | |

Our approach

Adopting a risk based cyber insurance strategy

Aon's cyber capabilities can support organisations in embracing a risk based approach through:

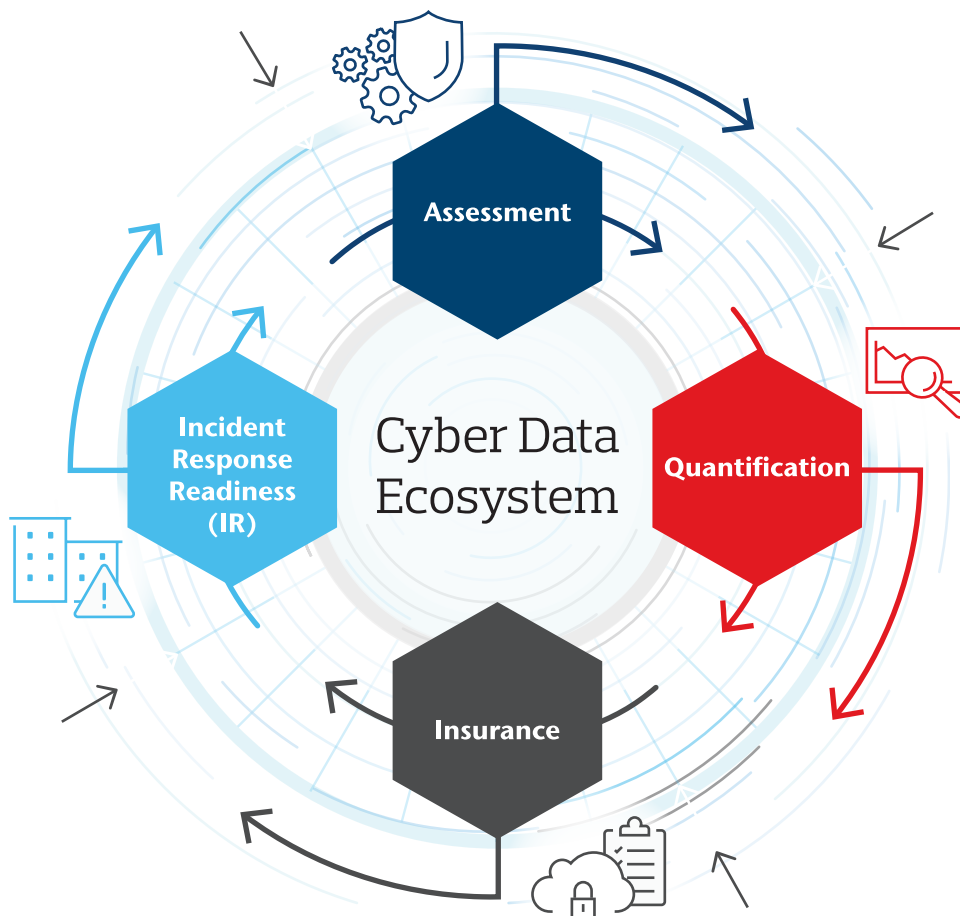
- *Cyber Assessment* - an enterprise wide approach to cyber security risk that provides a detailed view into an organisation's unique technology profile and threat landscape, with a focus on facilitating risk quantification and insurability.
- *Cyber Impact Analysis* - a data driven analytical framework supporting organisations to optimise their resilience strategy through mitigation and transfer. Existing risk financing strategies can also be enhanced through modelling cyber loss scenarios and stress testing current limits.

Cyber innovation

- *Aon Cyber Enterprise Solution™* - a policy which broadens the scope of cyber coverage to include: property damage arising out of a network security breach, business interruption and extra expense coverage arising out of a systems failure, contingent network business interruption for IT vendors and the supply chain, cyber terrorism coverage, etc.
- *Aon's GDPR Protect Solution* - a modular risk management solution that helps organisations manage financial, regulatory and legal risks associated with processing personal data under the EU General Data Protection Regulation (GDPR).

The Cyber Loop: a continuous response to an evolving threat

Aon's Cyber Solutions offers a full range of services to help you understand and manage cyber as an enterprise risk.



Client story



A leading multinational telecommunications and technology company engaged Aon to support their risk, technology and insurance teams.

The team was tasked with assessing the potential loss exposures the company would face following a range of cyber risk scenarios.



In order to assess the full extent of the client's risk, we carried out a cyber risk assessment and quantification, engaging with various key stakeholders from IT, security, legal, finance and insurance teams.

- 1. Scenario Analysis:** As a first step, we established and prioritised relevant cyber risk scenarios.
- 2. Financial Modelling:** We then developed an appropriate model to determine the financial exposures for the client.
- 3. Insurability Analysis:** Finally, we aligned the insurable risk exposures with the insurance strategy to optimise the insurance cost.



Following the cyber risk assessment and quantification, the client was able to set the appropriate limit of cyber insurance coverage.

In addition, the client used our findings to provide the board of directors with a greater understanding of the organisation's cyber risk exposure who then approved further investments in cybersecurity.

About Aon's Cyber Solutions:

Aon's Cyber Solutions offers holistic cyber security, risk and insurance management, investigative skills and proprietary technologies to help clients uncover and quantify cyber risks, protect critical assets and recover from cyber incidents.

All descriptions, summaries or highlights of coverage are for general informational purposes only and do not amend, alter or modify the actual terms or conditions of any insurance policy. Coverage is governed only by the terms and conditions of the relevant policy.

Aon UK Limited is authorised and regulated by the Financial Conduct Authority in respect of insurance distribution services.
FP.AGRC.403.SA

The following products or services are not regulated by the Financial Conduct Authority:

- Cyber risk services provided by Aon UK Limited and its affiliates.
- Cyber security services provided by Stroz Friedberg Limited and its affiliates.

Aon Belgium B.V. is authorised and regulated by the Belgian Financial Services and Markets Authority ("FSMA").

© Aon plc 2021. All rights reserved.