



# Does My Company Need Cyber Insurance?



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Cyberattack. Data breach. Hackers. Phishing scams. It is a lot to consider. And, the concept of cybersecurity insurance is just as nuanced. If you think that your company is covered or that you don't need this type of protection, think again.

Have you discussed the risks associated with cyber coverage with your insurance provider? It is about time you talked with someone who knows the risks and the liability. Ransomware is now one of the fastest growing dangers a company can face. Cyber claims are expected to be the

number one claims category in the next two to three years. You cannot afford to leave yourself unprotected.

### **What Kind of Data do You Have?**

Depending on the type of company you operate, you may need more protection. Industries that use or have access to more personal data – think healthcare and financial – will likely have some more considerable hurdles to meet concerning securely storing information. And if you are in this type of industry, you have had to put safeguards in place. However, excellent security will never negate your need for insurance. Make sure you read your company's current policy and specifically ask what is covered and what is not covered.

You should also understand what a standard policy is likely to leave out. For example, a typical policy will not cover losses for Intellectual Property, potential future loss, and the cost of installing improved technology or security upgrades. Bottom line: read your policy and ask questions.

### **Some things to consider when shopping for Cyber Insurance:**

*Protection from scams and phishing* – We would all like to think that we've savvy enough to recognize and avoid a scam, but it can happen. A "social engineering" rider in your cyber insurance policy can help protect you if your company falls victim to this type of crime.

*Protection for your equipment* – A malware attack can be devastating for any company. Having your equipment

impact in this unexpected way can grind your company to a halt if you are not covered. Your current policy might not have computer hardware – or "bricking" – policy, but it should. This will help cover the physical equipment that is impacted.

*Protection for your good name* – You have worked hard to keep a sterling reputation for your company. And should a hacker target you online, that could be over in an instant. Consider a "reputational harm" insurance policy to protect you. While you can repair this damage over time, your insurance policy can help protect you from financial loss.

*Protection against time lost* – "Network business interruption" is a must for any business that relies on technology – and that is just about any business these days. This coverage can be critical in helping you recover profits that you may have lost due to a network interruption. In many cases, this will cover loss from a hacker, failure in hardware or software, and in some cases, human error.

### **How do I Find the Right Cyber Coverage for Me?**

It's simple: ask. Talk about your specific type of business and make sure your unique needs are covered. There is no other way to get the right coverage. Look at your current policy and see if your cyber needs are covered, and if they aren't, you should start the conversation right away.

Times are changing. And this means your risk and your coverage should change too. As cyber-attacks become more common, there is a greater chance your vulnerability and liability need a second look. There is no 'one size fits all' when you are seeking coverage for your business. Your coverage should fit your specific needs. And, finally, if you have questions, I hope you'll ask.

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In the next few years, cyber crimes are expected to top the list of risks your company could face. Are you protected?

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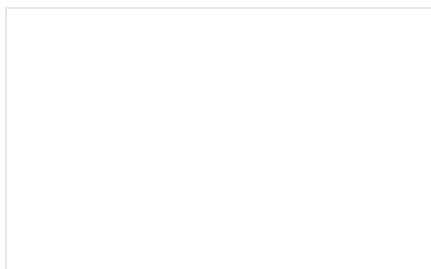


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