



Analyzing Cyber Risk Holistically: Going Beyond Externally Exposed Security Indicators

Tuesday, February 4 at 11 AM Eastern



ARCEO.AI





Analyzing Cyber Risk Holistically: Going Beyond Externally Exposed Security Indicators

Visit www.advisenltd.com at the
end of this webinar to download:

- Copy of these slides
- Recording of today's webinar

Today's webinar is sponsored by:



ARCEO.AI



Today's Moderator



Chad Hemenway

Managing Editor, Front Page News
Advisen

Contact at chemenway@advisen.com

Today's Panelists



Mike Convertino

CSO
Arceo.ai



Vishaal 'V8' Hariprasad

CEO and Co-Founder
Arceo.ai



Ann Irvine

Head of Data Science,
Arceo.ai

Agenda

- Cyber Meteorology
- Cyber Meteorology in Action
- Why Enterprises want Scientific Risk Assessment
- Why Brokers and Carriers want Scientific Risk Assessment

Introducing Cyber Meteorology

Patented macro and micro risk analysis

- Threat environment data
- Attack surface exposure data
- Technical & policy controls



Full understanding of risks that matter most to the bottom line.

Cyber Meteorology in Action



Internal Systems



Firmographics
Third party vendors
Saas/On-Prem connections

External Threats



Dark web scanning
Breach history/vulnerability
Business Intelligence

Media and Market

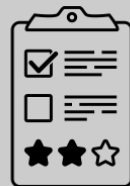


Social Media Monitoring
Corporate Reputation
Financial Markets

Risk Assessment

Technical Report

Map risk to incidents



Insurance Report

Coverage
recommendations

Quotes

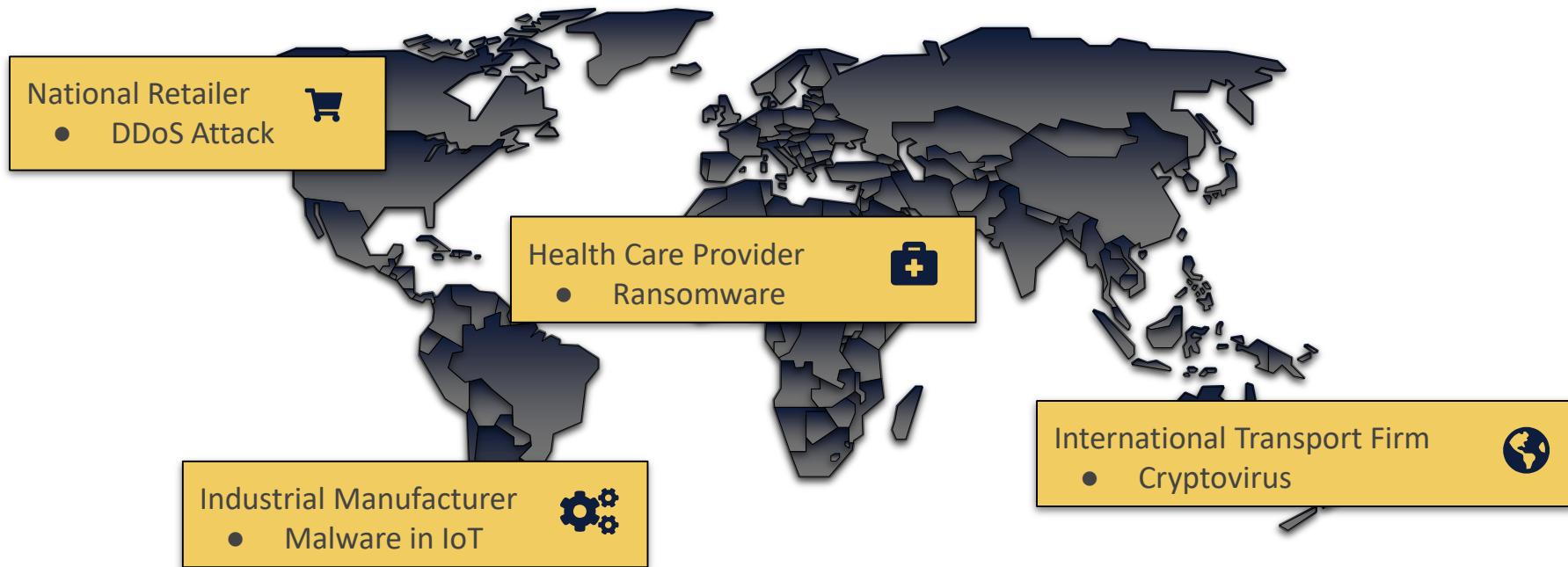


Proper
coverage =
Contract
certainty

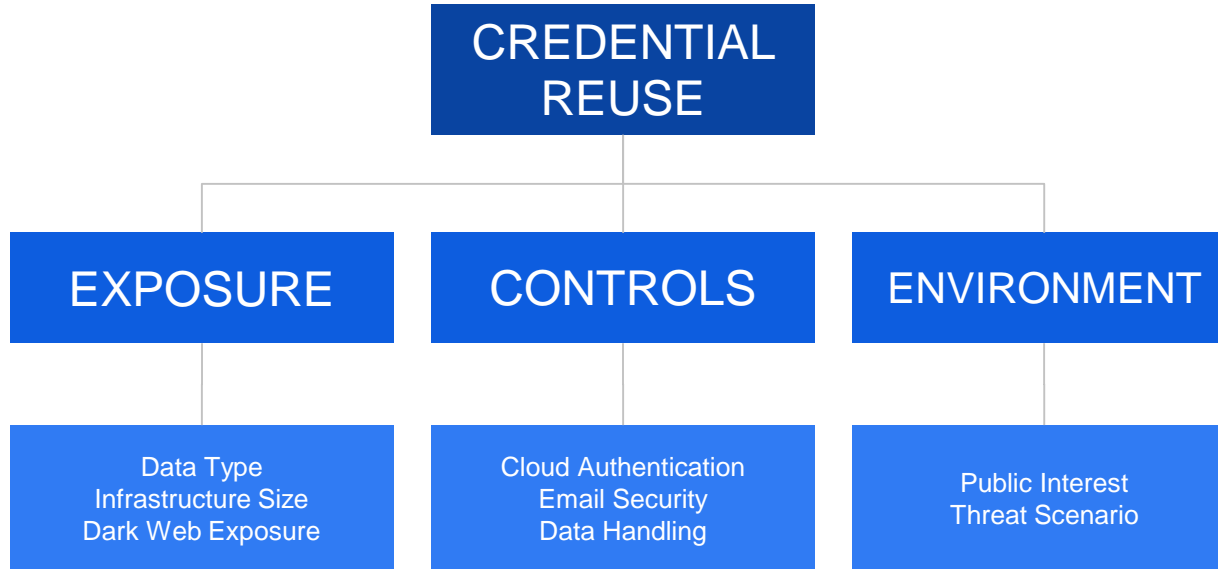
Cyber Meteorology - Trends and Organization



Attack Trends for Different Verticals



What Does This Look Like?



The CISO and CRO Filling out survey

Traditional Approach		With Cyber Meteorology
TIME	Long application process for complex risk	Instant analysis
DATA	<u>I</u> f the CISO is involved, just filling out forms	Only ask a few questions <u>directly</u> to the risk
VALUE	Unclear what to do better, effects on coverage	Direct probability of an incident and what controls make you safer

Cyber Meteorology and Arceo



Rate, Quote and Bind at Scale

- Frictionless transactions across your entire cyber book



Broker Productivity

- Data-driven risk analysis that accelerates underwriting decisions and risk modeling



Differentiation

- Add value with customizable and branded client-facing insurance (risk benchmarking) and technical reports

Rapidly Inform Coverage Choices

Gator Covers
Ocala, FL

Employees 55
Revenue \$11M

Limit \$1M
Premium \$900.00



🕒 Instant quote

Truxedo
Yankton, SD

Employees 50
Revenue \$10M

Limit \$1M
Premium \$1200.00



🕒 Instant quote

Tyger Auto
Rialton, CA

Employees 45
Revenue \$19M

Limit \$1M
Premium \$2000.00



🕒 10 minute referral

Q&A

Analyzing Cyber Risk Holistically: Going Beyond Externally Exposed Security Indicators



Chad Hemenway
Advisen



Mike Convertino
CSO
Arceo.ai



Vishaal 'V8' Hariprasad
CEO and Co-Founder
Arceo.ai



Ann Irvine
Head of Data Science,
Arceo.ai

Thank you to our panelists!



Mike Convertino

CSO
Arceo.ai



Vishaal 'V8' Hariprasad

CEO and Co-Founder
Arceo.ai



Ann Irvine

Head of Data Science,
Arceo.ai

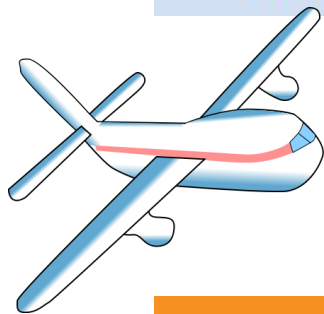


Analyzing Cyber Risk Holistically: Going Beyond Externally Exposed Security Indicators

Visit www.advisenltd.com at the
end of this webinar to download:

- Copy of these slides
- Recording of today's webinar

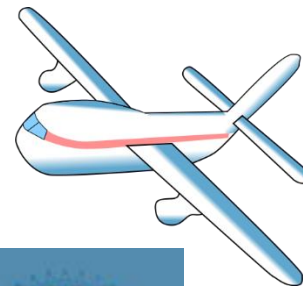
Book your 2020 Travel!



Cyber Risk INSIGHTS CONFERENCE
SAN FRANCISCO

FEBRUARY 11-12, 2020
THE JULIA MORGAN BALLROOM

 Advise
Transforming Insurance



Cyber Risk INSIGHTS CONFERENCE
LONDON

17 MARCH 2020
ETC. VENUES | 155 BISHOPSGATE

 Advise
Transforming Insurance

Cyber Risk INSIGHTS CONFERENCE
CHICAGO


MAY 19, 2020

[LEARN MORE](#)

 Advise
Transforming Insurance

For more on Advisen, visit
www.advisenltd.com or email us
advisenevents@advisen.com





Leading the way to **smarter**
and more **efficient**
risk and insurance **communities.**

Advisen delivers:
the **right information** into
the **right hands** at
the **right time**
to **power performance.**

About Advisen Ltd.

Advisen is the leading provider of data, media, and technology solutions for the commercial property and casualty insurance market. Advisen's proprietary data sets and applications focus on large, specialty risks. Through Web Connectivity Ltd., Advisen provides messaging services, business consulting, and technical solutions to streamline and automate insurance transactions. Advisen connects a community of more than 200,000 professionals through daily newsletters, conferences, and webinars. The company was founded in 2000 and is headquartered in New York City, with offices in the US and the UK.

+1 (212) 897-4800 | info@advisen.com | www.advisenltd.com