

Cyber Umbrella Program CyberUP



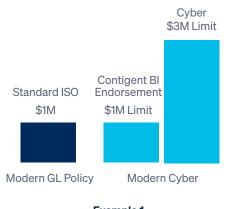
Innovative Solution for Silent Cyber Incidents

While the frequency and severity of cyber breaches continues to increase, unintended Cyber coverage has bled into other lines of insurance, prompting insurers to add Cyber exclusions to non-Cyber policies. This can lead to confusion or coverage gaps when a cyber incident causes an otherwise covered loss, known as silent cyber.

In partnership with a non-admitted "A XIII" rated carrier, Amwins Brokerage now offers CyberUP, an exclusive Cyber Umbrella Program. This innovative Umbrella policy is designed to fill gaps in coverage resulting from silent cyber incidents.

What is Silent Cyber?

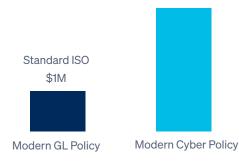
A silent cyber incident occurs when coverage for a cyber-related loss is 1) inadvertently provided by insurance policies not specifically designed to cover cyber risk or 2) the exposure is specifically excluded by the primary Cyber policy or other policies. The examples below illustrate where the marketplace can become disjointed and gaps in coverage exist.



HEALTHCARE ACCOUNT: MEDICAL DEVICE MANUFACTURER

Cyber

\$3M Limit



Example 2

- General Liability No Cyber exclusion
- Cyber Absolute Bodily Injury exclusion
- Insured has cyber breach that yields device failure and results in bodily injury
- Silent Cyber effect General Liability carrier "accidentally" picks up the claim after Cyber carrier denies coverage

Modern Cyber Policy

Cyber

\$3M Limit

Example 3

NO COVERAGE

- General Liability Absolute Cyber
 exclusion
- Cyber Absolute Bodily Injury exclusion
- Insured has cyber breach that yields
 device failure and results in bodily injury
- No coverage

Standard ISO \$1M

Modern GL Policy

Example 1

- General Liability Absolute Cyber exclusion
- Cyber \$1M Contingent Bodily Injury endorsement
- Insured has cyber breach that yields device failure and results in bodily injury
- No silent cyber effect as both carriers have addressed the situation. However, maximum payout is sub-limited

Until now, the insurance marketplace has only responded to the issue of silent cyber by publishing whitepapers, evaluating carrier books across lines, adding exclusions or sublimits, etc.

CyberUP Product Overview

CyberUP is the market's first modern Cyber Umbrella policy designed to affirmatively protect insureds against silent cyber incidents. The policy provides coverage without overlapping other policies by dropping down to respond to a loss. CyberUP provides many benefits to your client's existing Cyber program including filling coverage gaps and simplifying the carrier response which expedites claims resolution and payment.

Key features

- Focused on middle market accounts
- True Umbrella form with full drop-down capabilities
- Typically Lead Umbrella over Primary, scheduling all "sensible" policies as underlying
- Follow-Form Excess endorsement for certain functions (i.e., cybercrime matching sub-limit)
- Only triggered by a cyber-related event
- Capacity \$10M



Cyber Crime Endorsement Specifically **Contingent BI** Bricking exclude Cyber Side A Endorsement Endorsement Cyber Crime Endorsement General Dropping Dropping + Financial Liability Dropping down to down to attach **D&O** Cyber Property Fraud, Then, via Crime down to attach attach at at sub-limits Schedule as endorsement, Schedule as Schedule as Schedule as at sub-limits sub-limits and provide match sub-Underlying Underlying Underlying Underlying full Umbrella and provide and provide limits like full Umbrella full Umbrella Limit over standard Limit over Limit over Hardware follow-form Cyber Side A **Bodily Injury** Replacement Excess

Is Your Insured At Risk for Silent Cyber?

The simple answer is yes. Every organization is at risk for a cyber-attack. However, don't take our word for it; take our simple and free self-evaluation to determine if your client's current cyber policy might be leaving them with coverage gaps and you as their insurance agent with E&O exposure.

Take the silent cyber exposure evaluation at silent-cyber-evaluation.amwins.com.

For more information, contact your Amwins professional lines broker or David Lewison, david.lewison@amwins.com, Amwins national professional lines practice leader.