

FLEXCARE FACT

If you are a NCI Pro customer, Network Center has the ability to upgrade your Windows 10 compatible devices to Windows 11 seamlessly and cost effectively. Remember end of life for Windows 10 is quickly approaching on October 14, 2025, less than 11 months away. If you are interested in learning more about the upgrade process, please see your Account Rep.





End Cyber Risk?

INSIGHTS FROM THE FRONTLINES OF THE ARCTIC WOLF SOC AND TRENDS IN THE CYBER INSURANCE MARKET

Marsh McLennan Agency

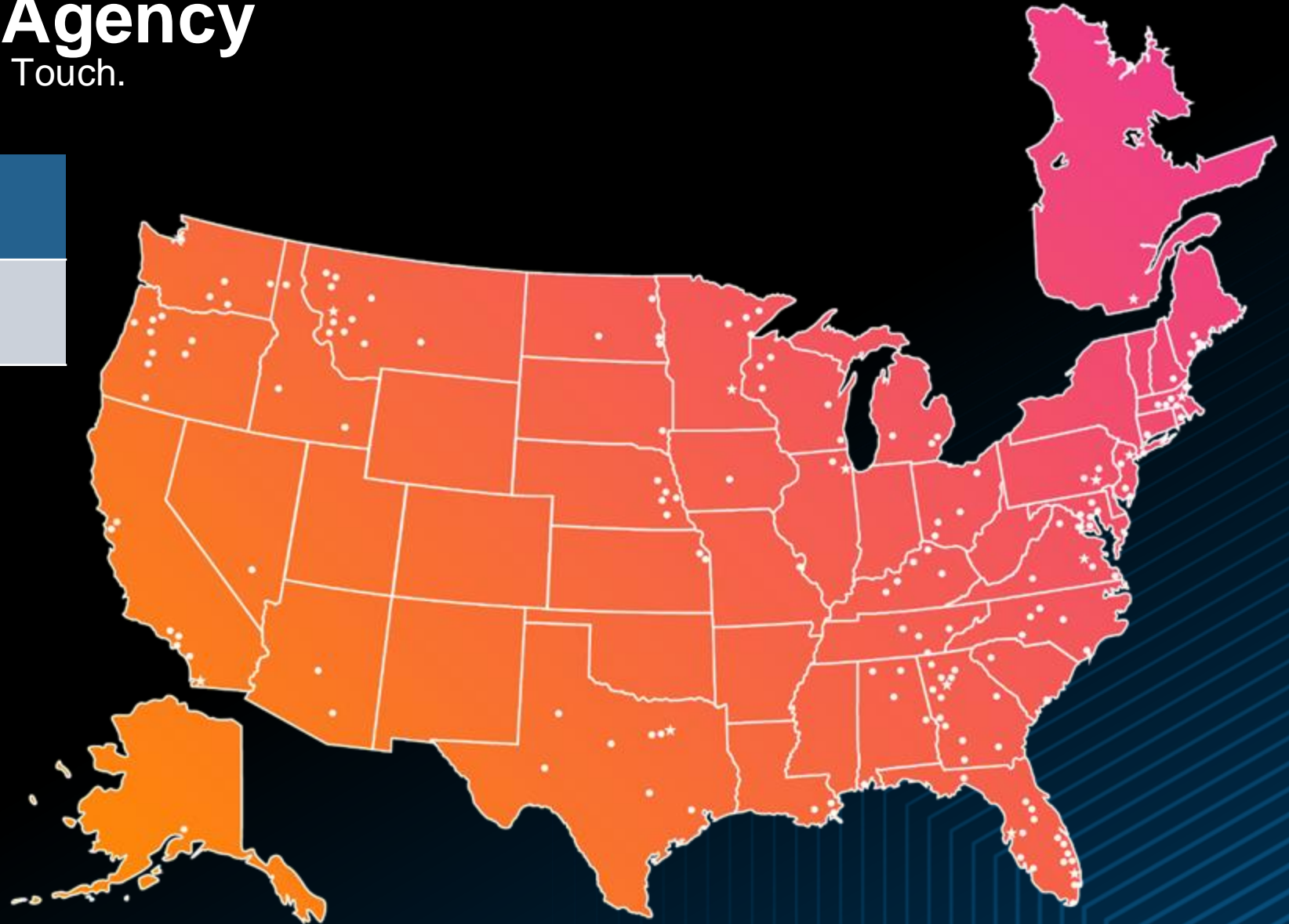
MMA Today | Global Network. Local Touch.

9,000+ colleagues

170+ local offices

Local specialists, global resources, endless opportunities.

We're MMA.



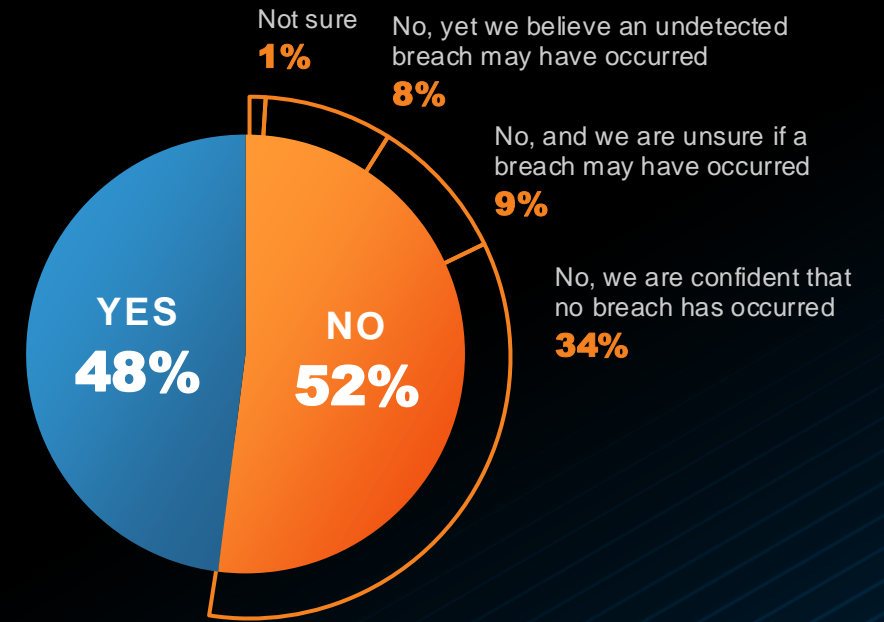
**LIKELIHOOD
OF AN INCIDENT**



**IMPACT
OF AN INCIDENT**

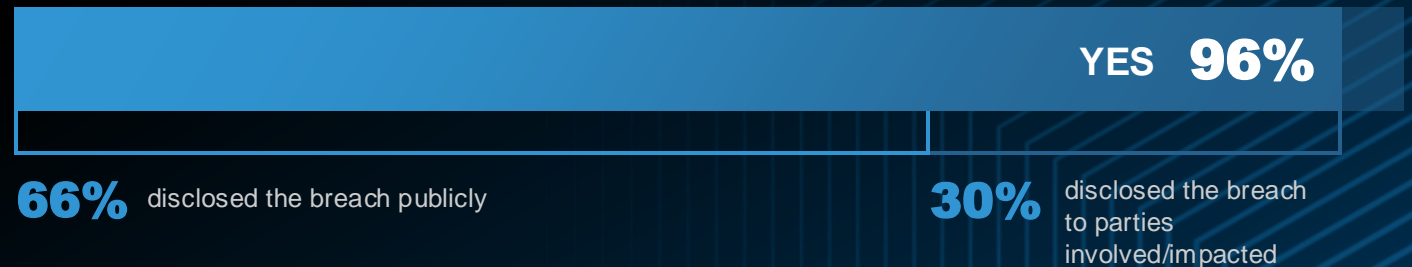
Data Breaches Persist

48% of organizations identified a breach in the last 12 months

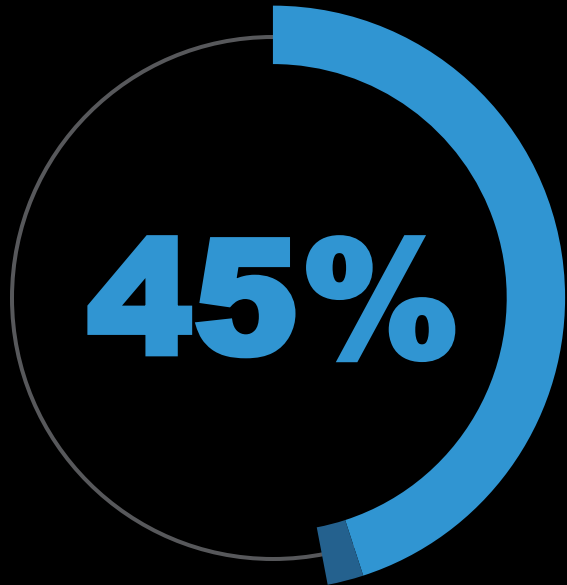


96% disclosed some aspect of the breach

THIS REPRESENTS A **68% INCREASE** FROM LAST YEAR



Ransomware Continues to Rise



of organizations surveyed suffered a ransomware attack in the last 12 months

An additional 2% claiming to be unsure if they were victims

A horizontal bar chart with an orange segment representing 91% and a dark blue segment representing 9%. The text '91%' is written in large, bold, orange font to the left of the bar.

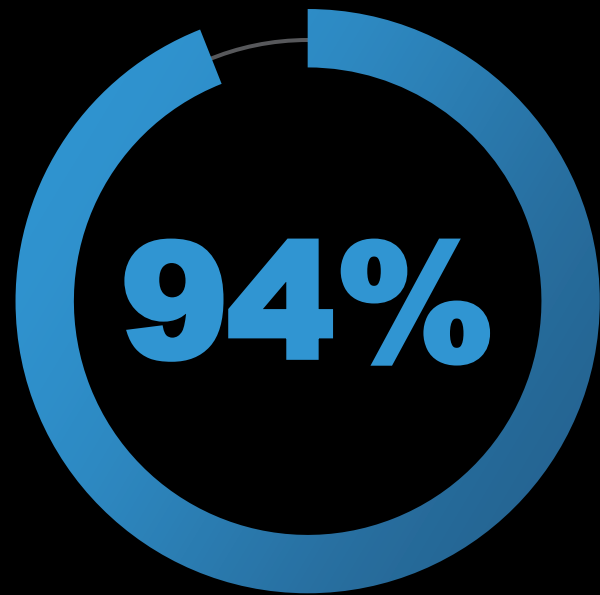
Category	Percentage
Attacks that included data exfiltration	91%

91% of these attacks included data exfiltration



Ransomware Continues to Rise

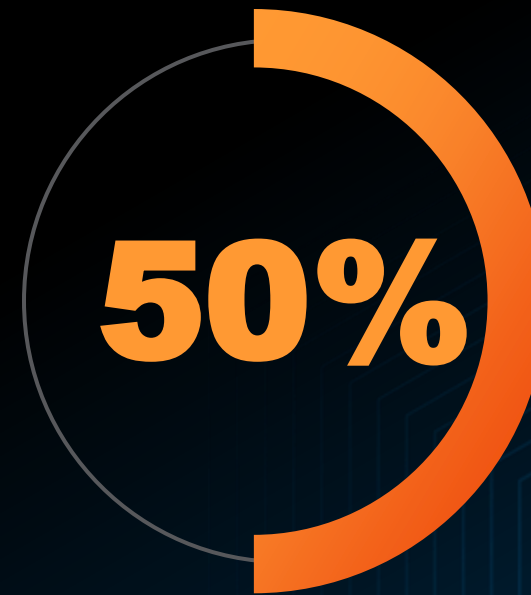
DID YOU EXPERIENCE ANY SIGNIFICANT WORK STOPPAGE OR DELAYS IN PRODUCTIVITY/DOWN TIME?



of victims experienced periods of complete productivity loss

40% of ransomware victims experienced a period of total work stoppage and complete loss of productivity

HOW LONG WAS YOUR ENVIRONMENT IMPACTED?

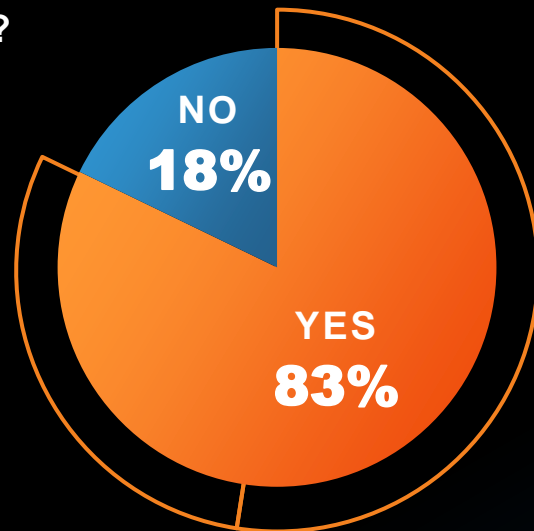


who experienced lost productivity were substantially impacted from 4 months to more than a year

Why Is Ransomware Increasing?

83% Some or all of the ransom demand was paid 83% of the time

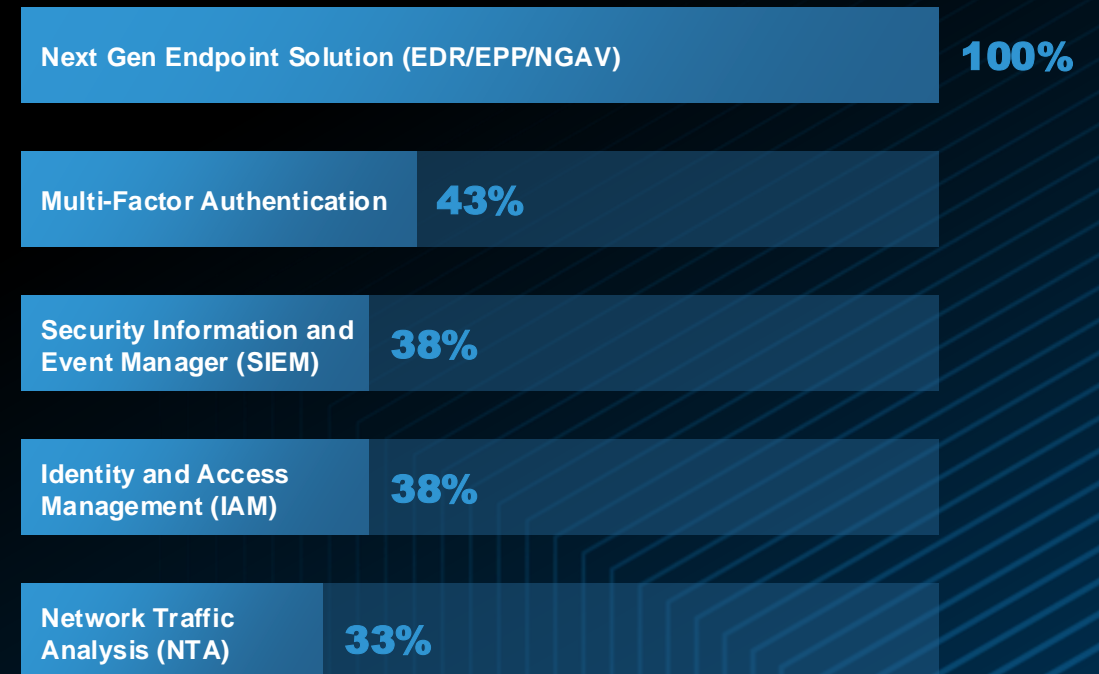
WAS THE RANSOM DEMAND PAID?



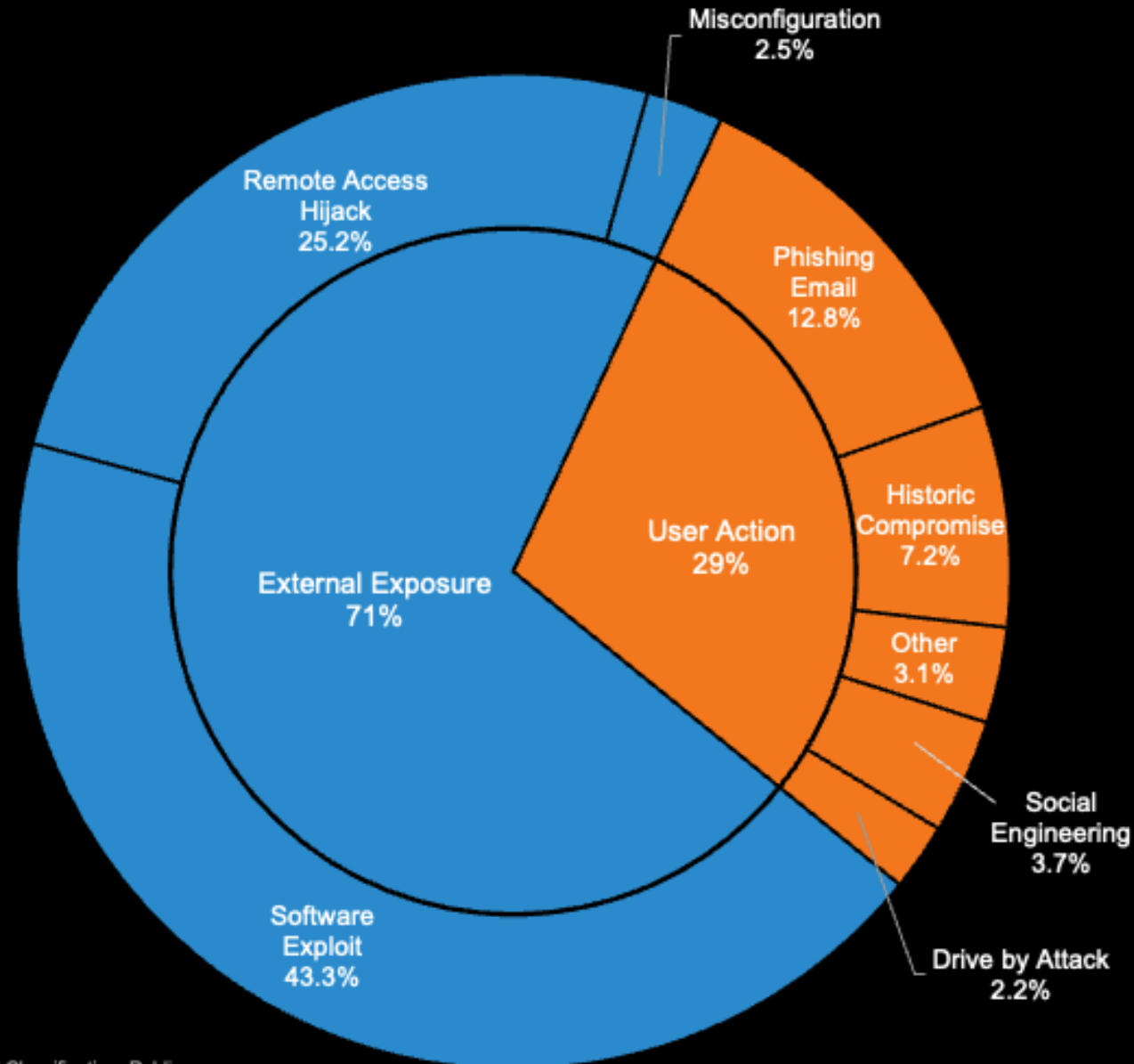
Yes, the ransom was paid by our organization
53%

Yes, but the ransom was paid in some capacity by our insurance provider / outside entity
30%

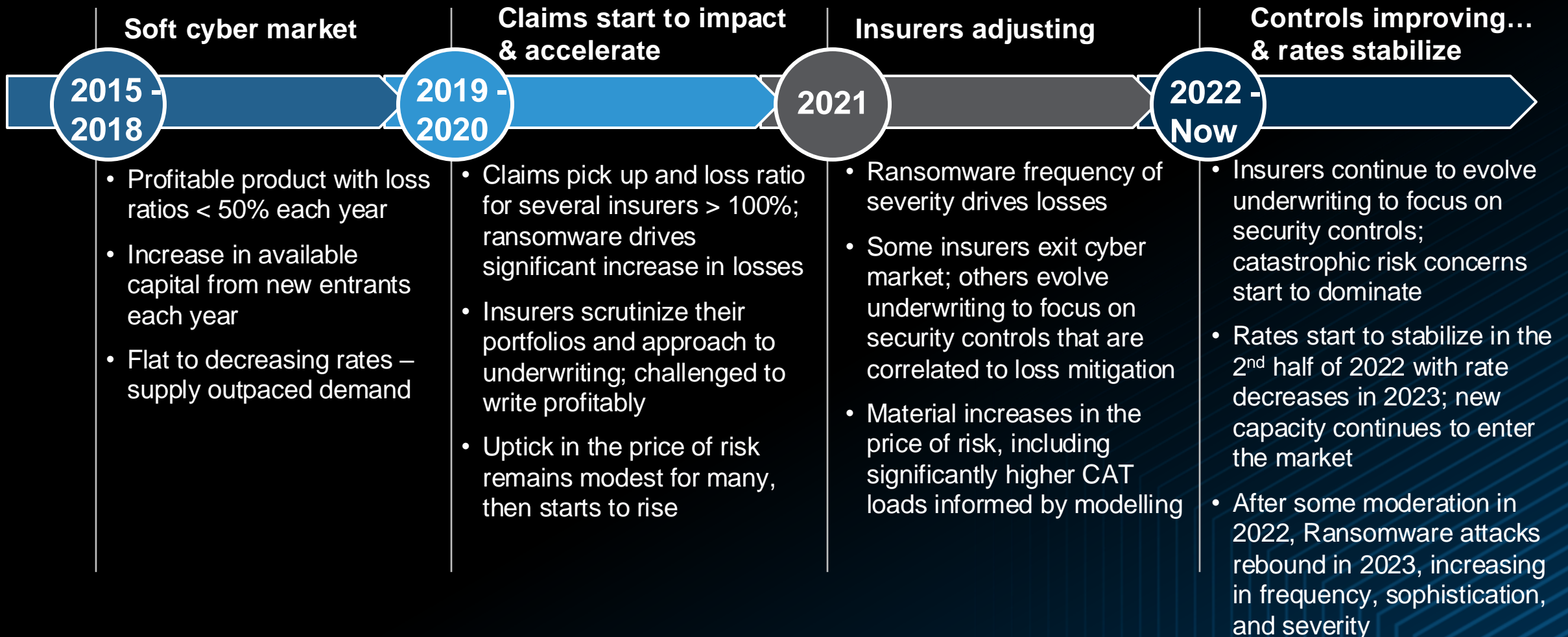
ENVIRONMENTS USING THESE TOOLS PRIOR TO RANSOMWARE ATTACK



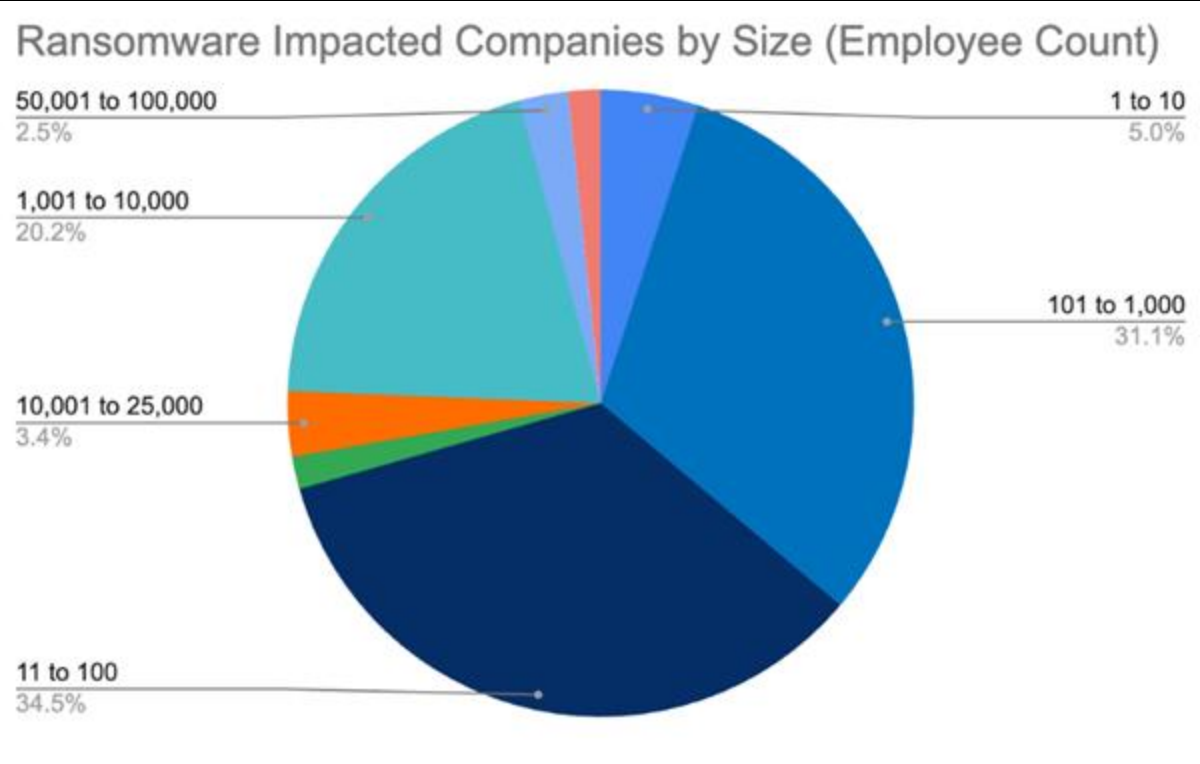
ROOT POINT OF COMPROMISE



Macro Cyber Trends: Cyber Market Dynamics



Distribution by Company Size – Q2 2024

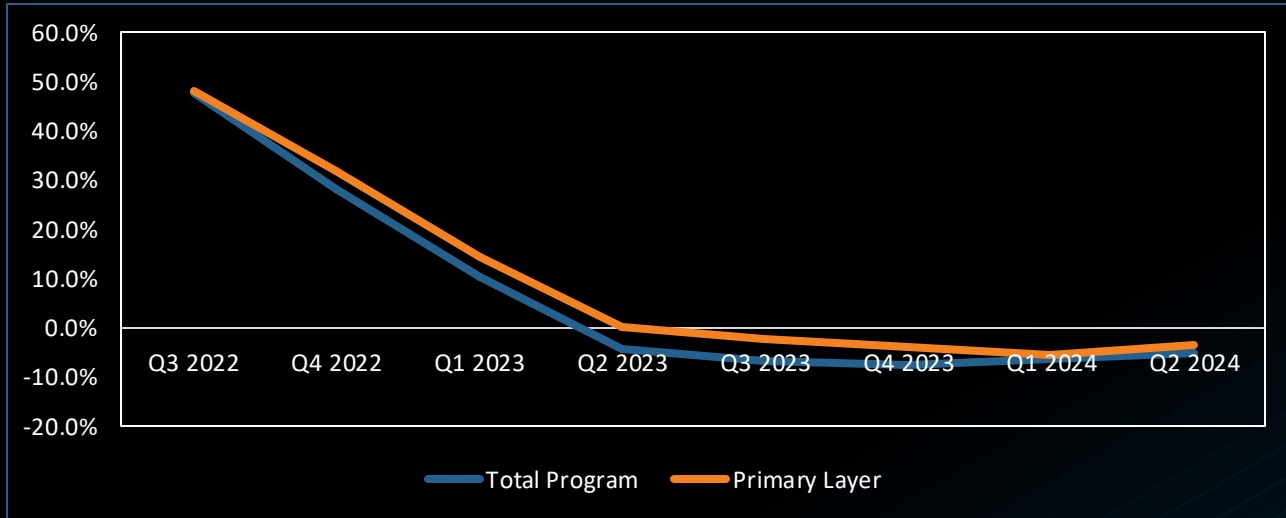


Cyber Market Conditions

Q2 2024 – All Industries

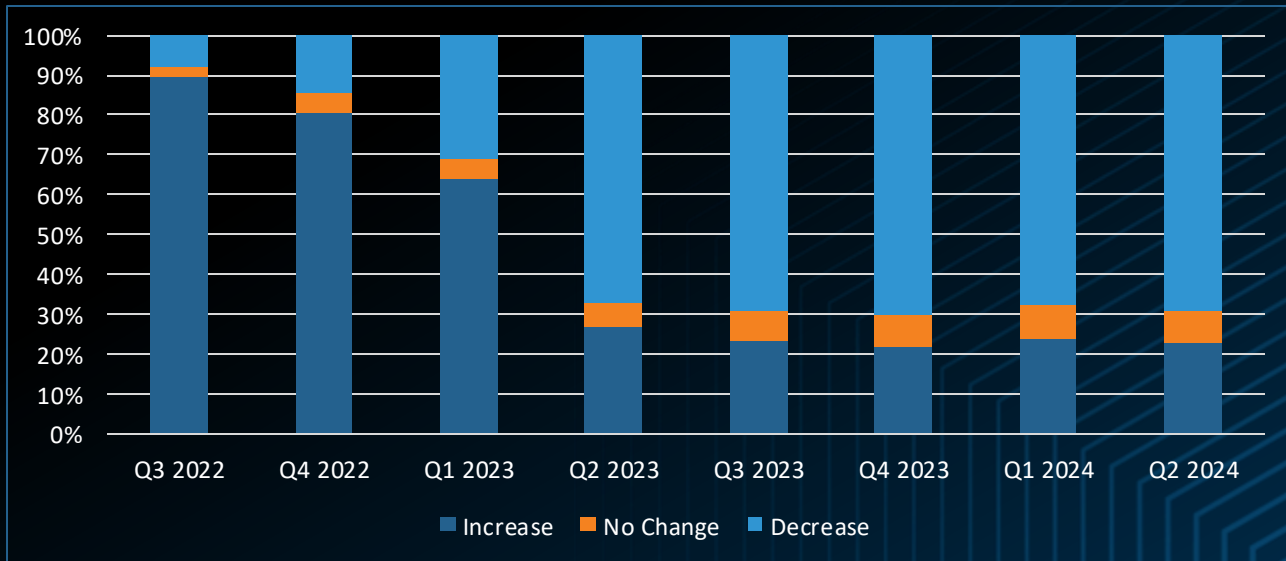
Rate Trends

	Q2 2024	Trend
Average Primary	-3.6%	▼
Median Primary	-3.2%	▼
Average Total Program	-5.1%	▼
Median Total Program	-4.1%	▼



Percent of Clients with Pricing Changes

	Q2 2024	Trend
Increase	22.8%	▼
No Change	8.1%	▼
Decrease	69.1%	▼



Top Cybersecurity Controls

The key to insurability, mitigation, and resilience

Preparation for the underwriting process:

1. Start early! Without positive responses in the top 5 control categories, coverage offered and insurability may be in question.
2. Evaluate your cybersecurity maturity by completing Marsh's Cyber Self-Assessment.
3. Utilize Marsh Cyber Intermediation services for access to a curated portfolio of cybersecurity vendor solutions and holistic vendor procurement support.
4. Expect more rigorous underwriting and more detailed questions from underwriters.



Multifactor authentication for remote access and admin/privileged controls



Endpoint Detection and Response (EDR)



Secured, encrypted, and tested backups



Privileged Access Management (PAM)



Email filtering and web security



Patch and vulnerability management



Cyber incident response planning and testing



Cybersecurity awareness training and phishing testing



Hardening techniques, including Remote Desktop Protocol (RDP) mitigation



Logging and monitoring/network protections



End-of-life systems replaced or protected



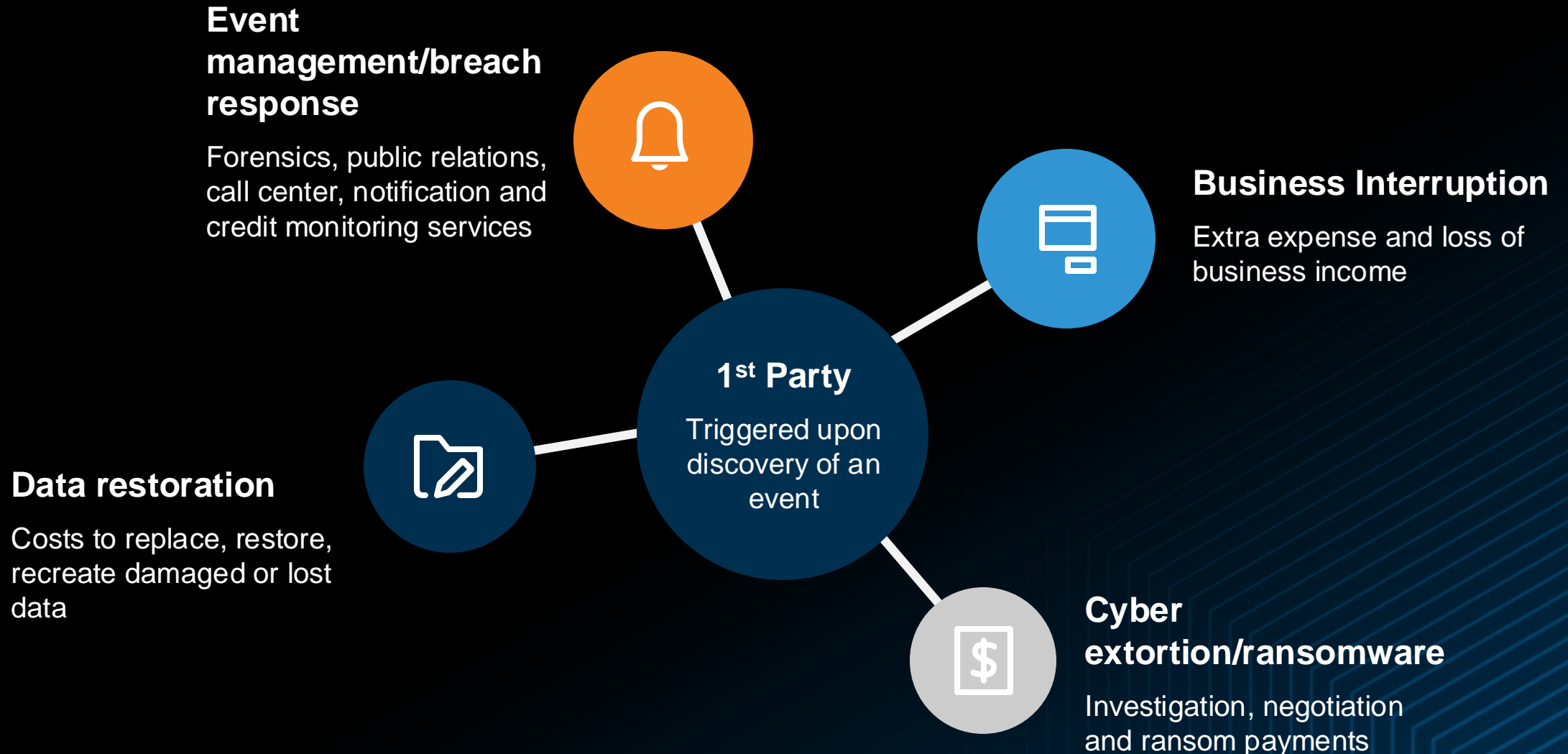
Vendor/digital supply chain risk management

Note: Each insurance carrier has their own specific control requirements that may differ by company revenue size & industry class. For more on the Cyber hygiene see: [Cyber hygiene controls critical as cyber threats intensify \(marsh.com\)](https://www.marsh.com/cyber-hygiene-controls-critical-as-cyber-threats-intensify)



Understanding scope of coverage

Insurance explained



Understanding scope of coverage

Insurance explained

Privacy Liability

Failure to prevent unauthorized access/disclosure of personally identifiable or confidential information access/disclosure information access



Network Security Liability

Failure of system security to prevent or mitigate a computer attack

3rd Party

Triggered by a demand/lawsuit



Media Liability

Including but not limited to libel, slander, product disparagement, misappropriation of name or likeness, plagiarism, copyright infringement, etc.



Regulatory Defense and Penalties

Investigations and related fines or penalties assessed by Regulators



Sources

Indicators

500 Users
100 Servers
10 Sensors

16.5M

Observations
Per Week

76

Weekly
Investigations



Vulnerabilities



Tool Alerts



Alerts



AW Agent



AD



Geolocation



Data



Brute Force



Human Error



AV/EPP



User Identity



Credential Theft



Log Analysis



Unauthorized Access



Abnormal Download



Breached File



Command & Control



Data Exfil



Phishing



Malware



Ransomware



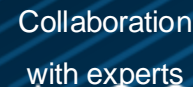
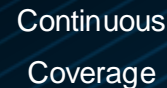
Sources

Outcome

500 Users
100 Servers
10 Sensors

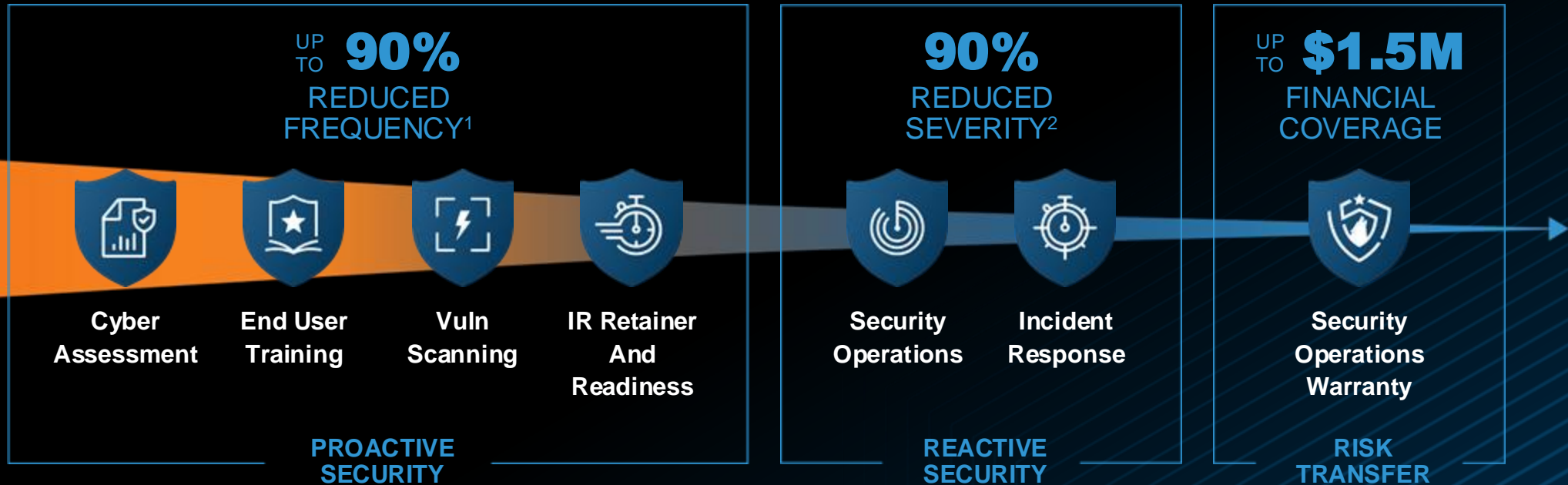



**Concierge
Security Team
(CST)**



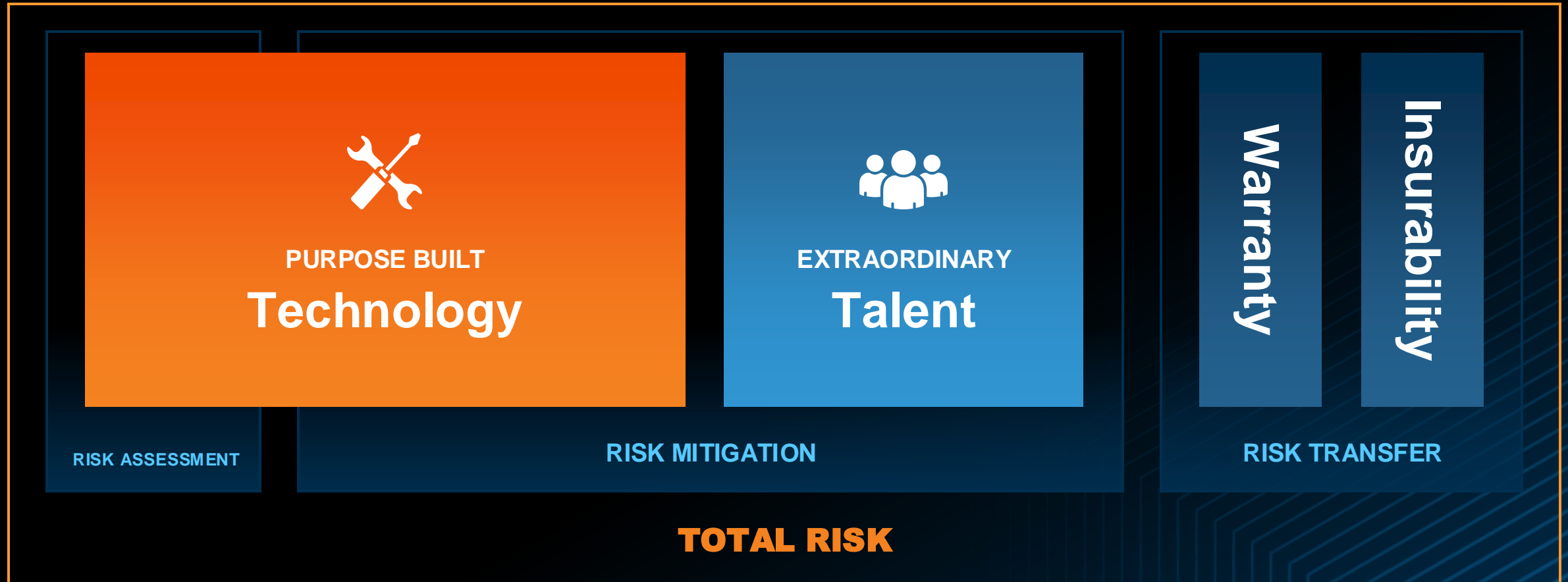
Combining Solutions to End Risk

Risk



MISSION:

End Cyber Risk!





SECURITY OPERATIONS
WARRANTY

Industry-Leading Financial Benefit for
customers who improve their security
posture by investing in Arctic Wolf Bundles

\$1.5M

Up to **\$1.5M** of financial assistance for a
covered security event.



How Does Arctic Wolf Help with Insurance?

Get the best cyber insurance terms possible

The majority of IT Executives surveyed, reported insurance premium decreases **between 5% and 25%** after implementing security solutions provided by Arctic Wolf ¹

UP TO

25%

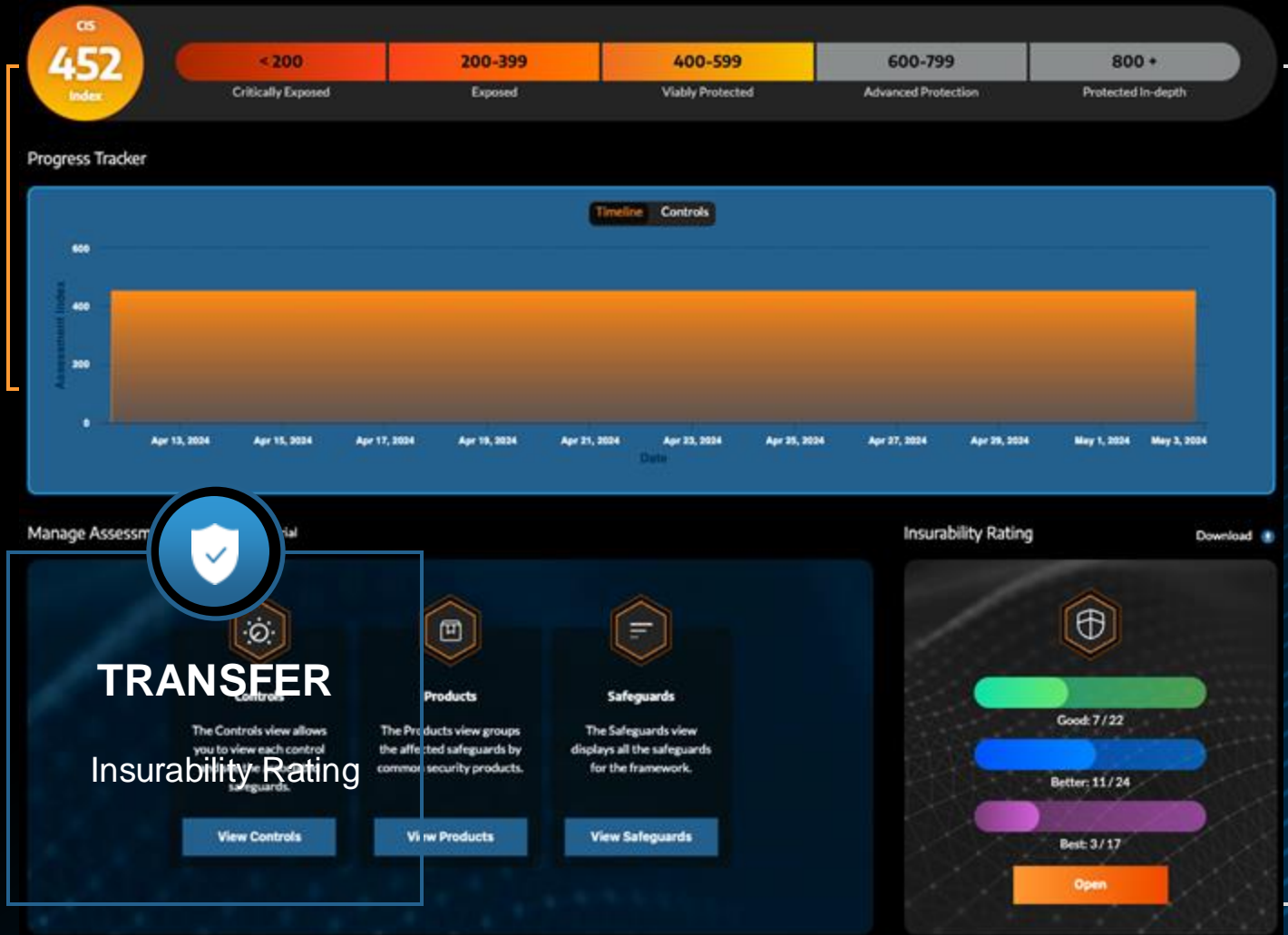


Cyber Resilience Security Assessment

YOUR
CYBER
RISKS



Evolving Threat
Landscape



Questions?

