



Caerleon Security - Opportunity for Broker

Caerleon Security is a full-service cyber risk management solution. We help our clients to achieve their goals in managing their risk. This includes Cyber, Information Privacy, System Integrity, External Attacks, and Internal Mistakes.

At present, approximately 40% of hospitals and healthcare entities in the United States and Canada are going bare on cyber insurance. An overwhelming proportion of organizations are instead opting for cyber preventative services, meaning approximately \$4,000,000 each year in commission is being missed by brokers, we have a solution.

Benefits for Brokers

With the ability to sell Caerleon Services, a broker gains an additional iron in the fire for cyber world.

- **Commission:** Provides the broker with another potential source of revenue if a client wants to further protect themselves, or if they say no to cyber insurance.
- **Client Relationship:** Continues the conversation between the broker and the client.
- **Validates Cyber Insurance:** Educates the buyers of Caerleon services on their vulnerabilities through our assessments, reinforcing the need for insurance.

Summary of Services

Breach response planning: At least 50% of the final cost of a breach - including litigation - will be determined by how well, how complete, and how effective a company's response plan is.

Breach preparation: It consists mostly of training and testing, but it's very effective and low in cost. In many industries, hospitals for example, the vast majority of breaches are self-inflicted.

Event Detection: The earlier you can determine if something is a breach or not, the more effective will be your response. Fast detection allows you to possibly prevent any harm from occurring.

Better breach prevention: You can reduce the probability of a breach by reducing your vulnerability. You can reduce your vulnerability to almost zero if you want, but it's not cost-effective to do so. The secret is to:

- Assess your Vulnerability
- Reduce it as much as is cost-effective and acceptable to your company,
- Understand how much of the residual vulnerability (risk) you can absorb.
- Cover the rest with insurance.

Early assessment of each possible event: What looks like an easy one-off event can turn into a \$1 Million lawsuit. Best to know as soon as possible of the tell-tale signs so you can get your defenses up in time.

Effective breach recovery: The largest single risk for most breaches is the cost of litigation. Successful litigation is almost always based on "negligence" of some form. The way a company responds to a breach - the speed, the effectiveness, and many other metrics - will define if any "negligence" actually occurred.