Cyber 101

A crash course on cyber security, data protection and cyber insurance.

Chelmsford CII
Wednesday, 13th February 2019

Berea.
www.berea-group.co
m

Aaron Yates
Chief Executive, Berea

BUSINESS IN THE COMMUNITY
AWARDS 2018
Finalist

Berea

- Focused on high scale cyber support for SMEs.
- Work with insurers, MGAs and insurance brokers.
- Happy to explain more after our session.

AVIVA

JLT

howden

MANCHESTER
UNDERWRITING
MANAGEMENT

ASPEN

Russell Scanlan
INSURANCE BROKING / RISK MANAGING

Why are we here?

- Is it really a problem?
- What, exactly, *is* the problem?
- What is cyber insurance?
- What’s happening with distribution?
- How do Berea fit in?

Let’s make it real

Pop quiz

Is your website a risk?

www.securityheaders.io

Try us, too!

www.berea-group.com

Pop quiz

Is your iPhone secure?

Let’s find out…

Settings → Touch ID/Face ID and Passcode → Erase Data
Is the setting **green** or **grey**?

Pop quiz

Have you been compromised?

www.haveibeenpwned.com

If you’ve been with your employer less than a couple
of years try using your personal email address.

What just happened?

We have evidenced that you have vulnerabilities

We have made a **very small part** of the issue visible

These insights are symptomatic of a **far bigger problem**

The far bigger problem

“Cyber” (Oct 17 - Oct 18)

- 1.6m offences virus/Computer Misuse Act.
- 1.5m cyber-related fraud offences.

8,493 /day.
Probably not insured.

Fires (Oct 17 - Oct 18)

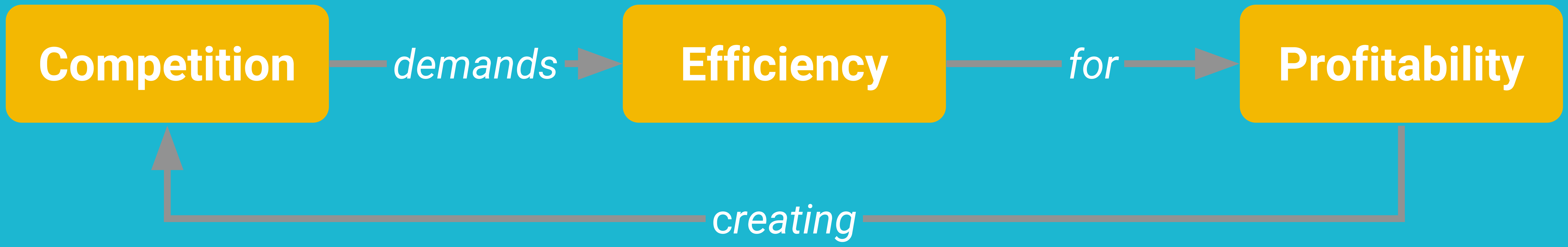
- 167,150 attended to nationally.
- Of which 15,577 were commercial premises.

458 /day.
Highly likely to be insured.

What’s the problem?

MICROSOFT.
WINDOWS.
Version 3.1
Copyright © Microsoft Corporation 1985-1992.
All Rights Reserved.
120

Why is it *now* such a problem?



Competition

demands

Efficiency

for

Profitability

creating

Because use of technology creates a vicious cycle

Pop quiz

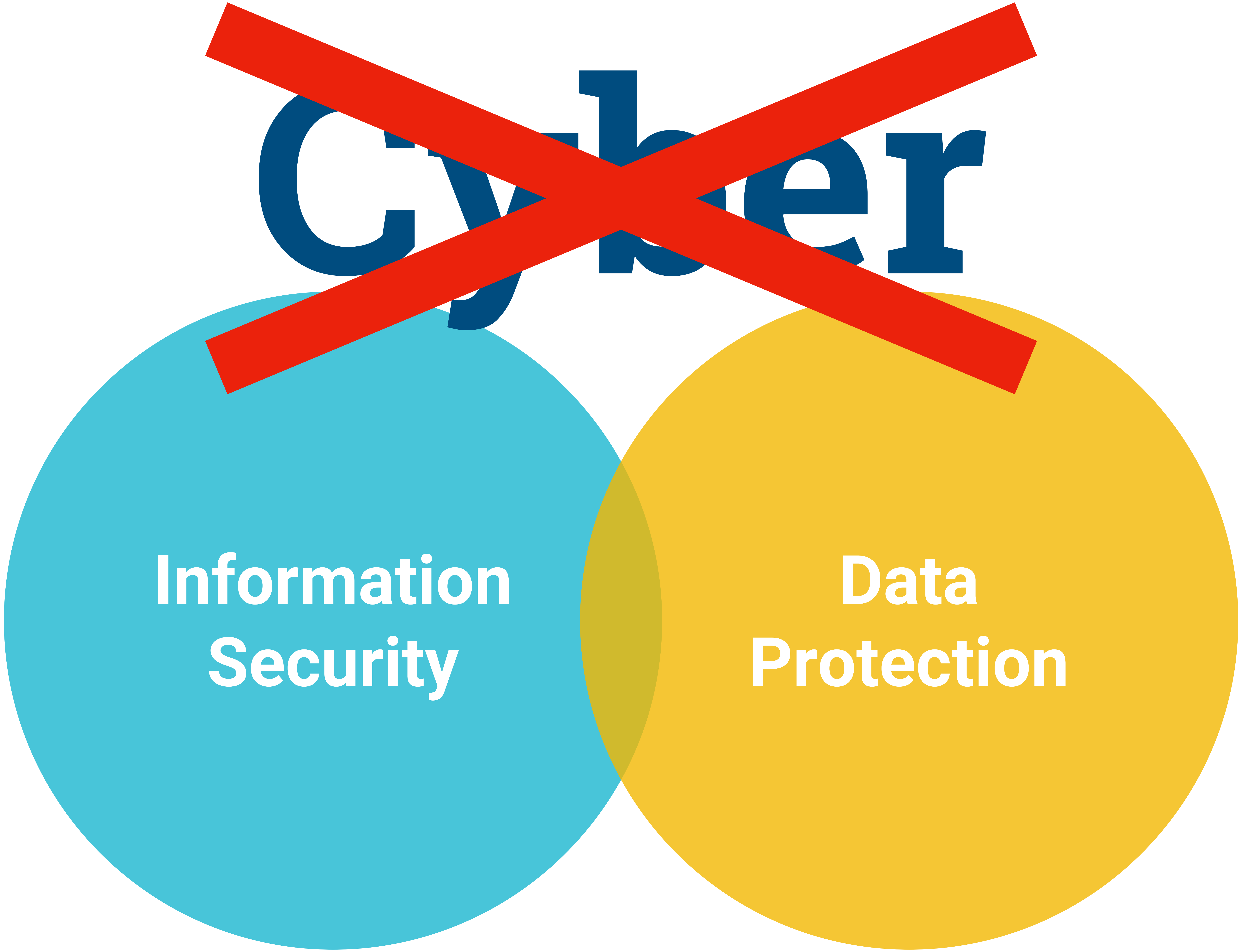
Have you ever sent an email after 10pm?

Governance is patchy-to-MIA for most businesses

Layers of legacy systems under new technology

What’s happening, and why?

We have an actor	Who has a motivation	And uses a vector	To exploit a vulnerability	Creating an incident…
Staff	Accident	Website	Human	Financial Loss/Costs
Organised Crime	Negligence	Email	Software	Reputation Damage
Opportunists	Malice	Physical media	Hardware	Legal/Regulatory
Script Kiddies	Financial	Physical office		
Hacktivists	Ethical	Social media		
Hackers	Moral	Telephone		
Nationstate	Ego	Supplier		
		Customer		



~~Cyber~~

Information Security

Data Protection

Information Security

Background

- Not legally mandated
- Sensible business practice
- Identify and manage risks
- Risk score prioritises activity

Key concepts

- Confidentiality
- Integrity
- Availability

Data Protection

Background

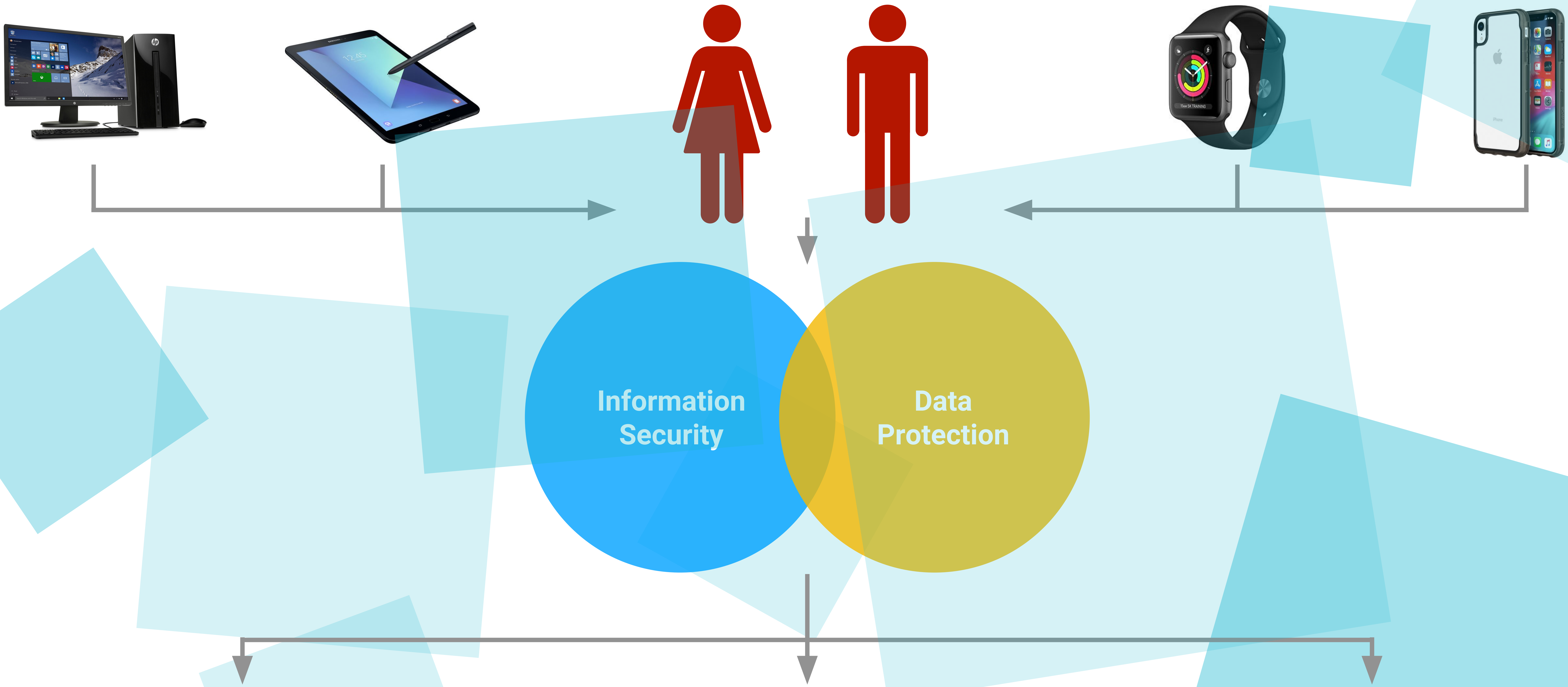
- Legally mandated by GDPR
- Requires data to be stored securely
- Honour the rights of individuals
- Lawful basis for processing
- Evidence compliance activity

Why is legislation changing?

- 20 years of change
- Decisions are being made about us

Consequences

- Penalties of up to 4% GAT or €20m
- Reputation damage



Information Security

Data Protection

Financial loss

Legal issues

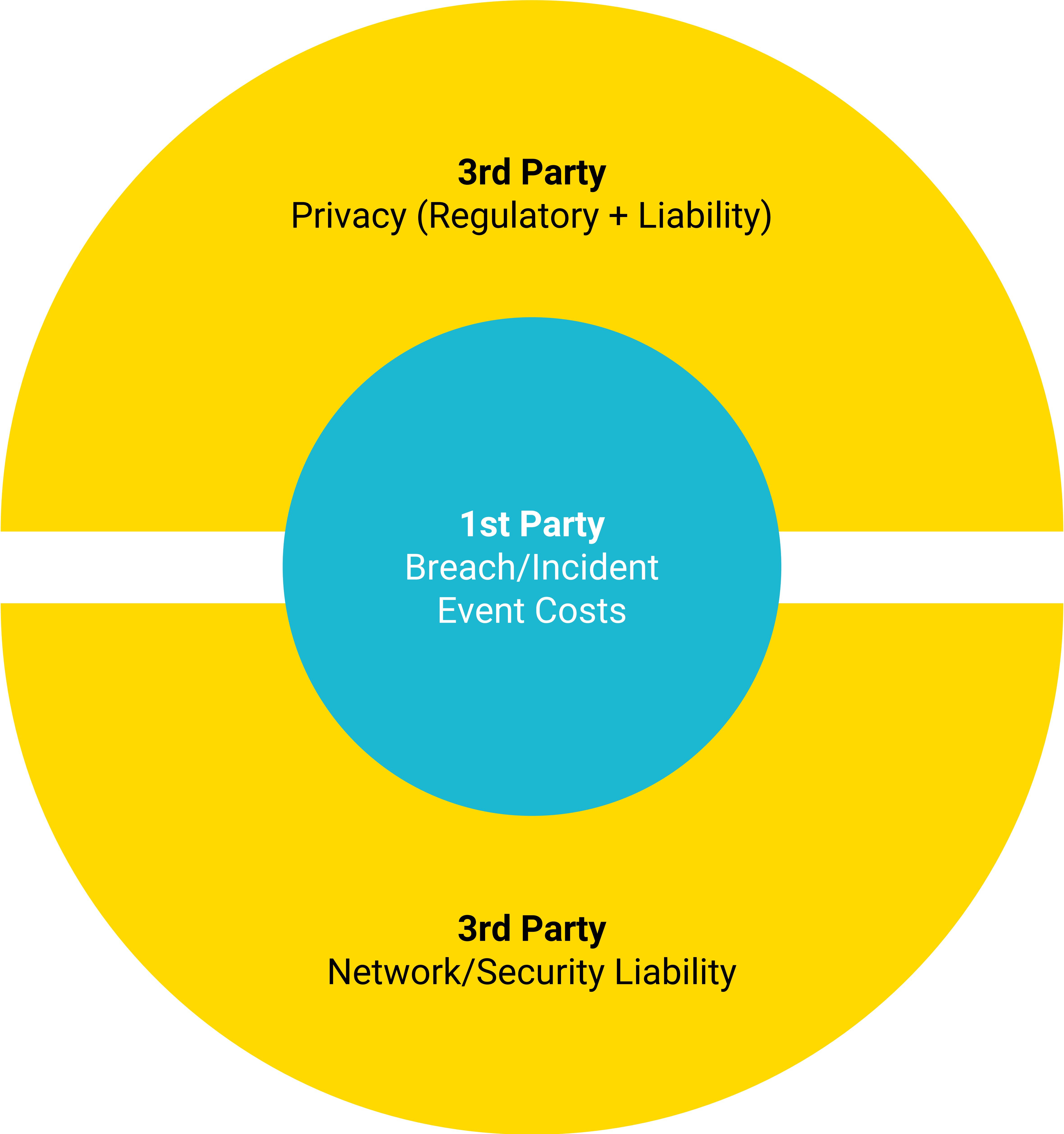
Reputation damage

Cyber insurance?

When the worst happens

1. Identify what has happened
2. Stop the attack, restore service
3. Contend with the fallout

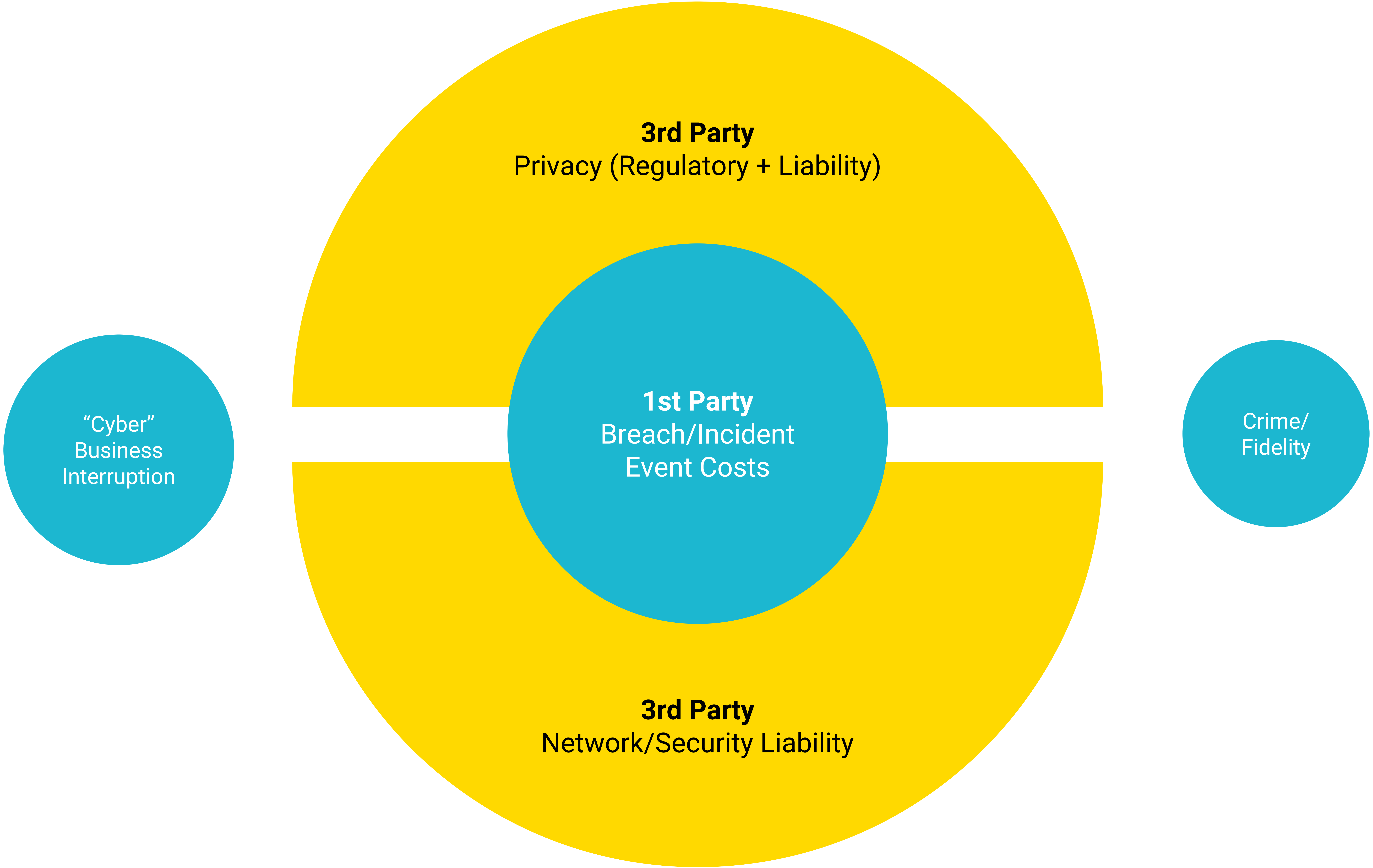
1st Party
Breach/Incident
Event Costs



3rd Party
Privacy (Regulatory + Liability)

1st Party
Breach/Incident
Event Costs

3rd Party
Network/Security Liability



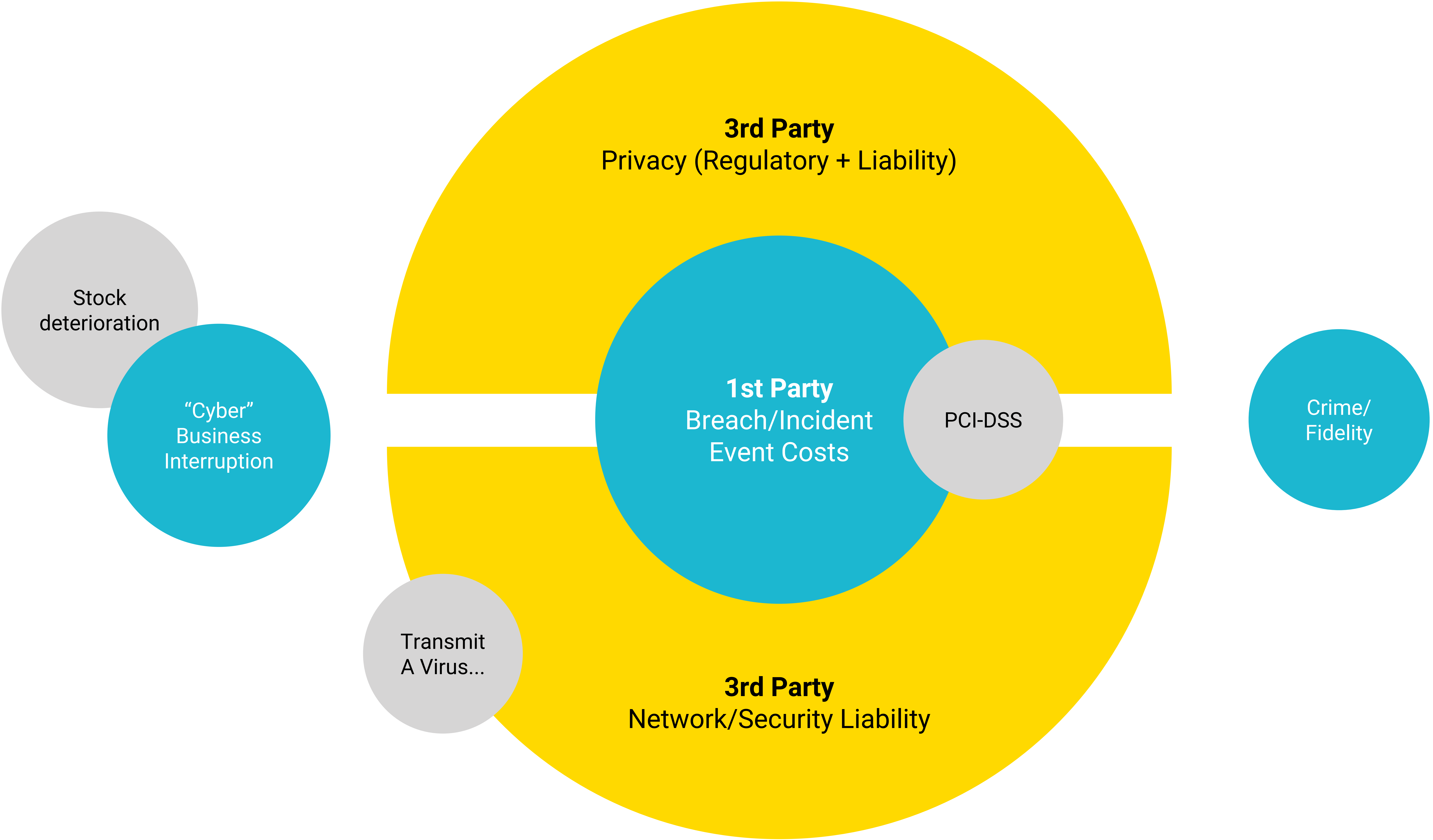
3rd Party
Privacy (Regulatory + Liability)

“Cyber”
Business
Interruption

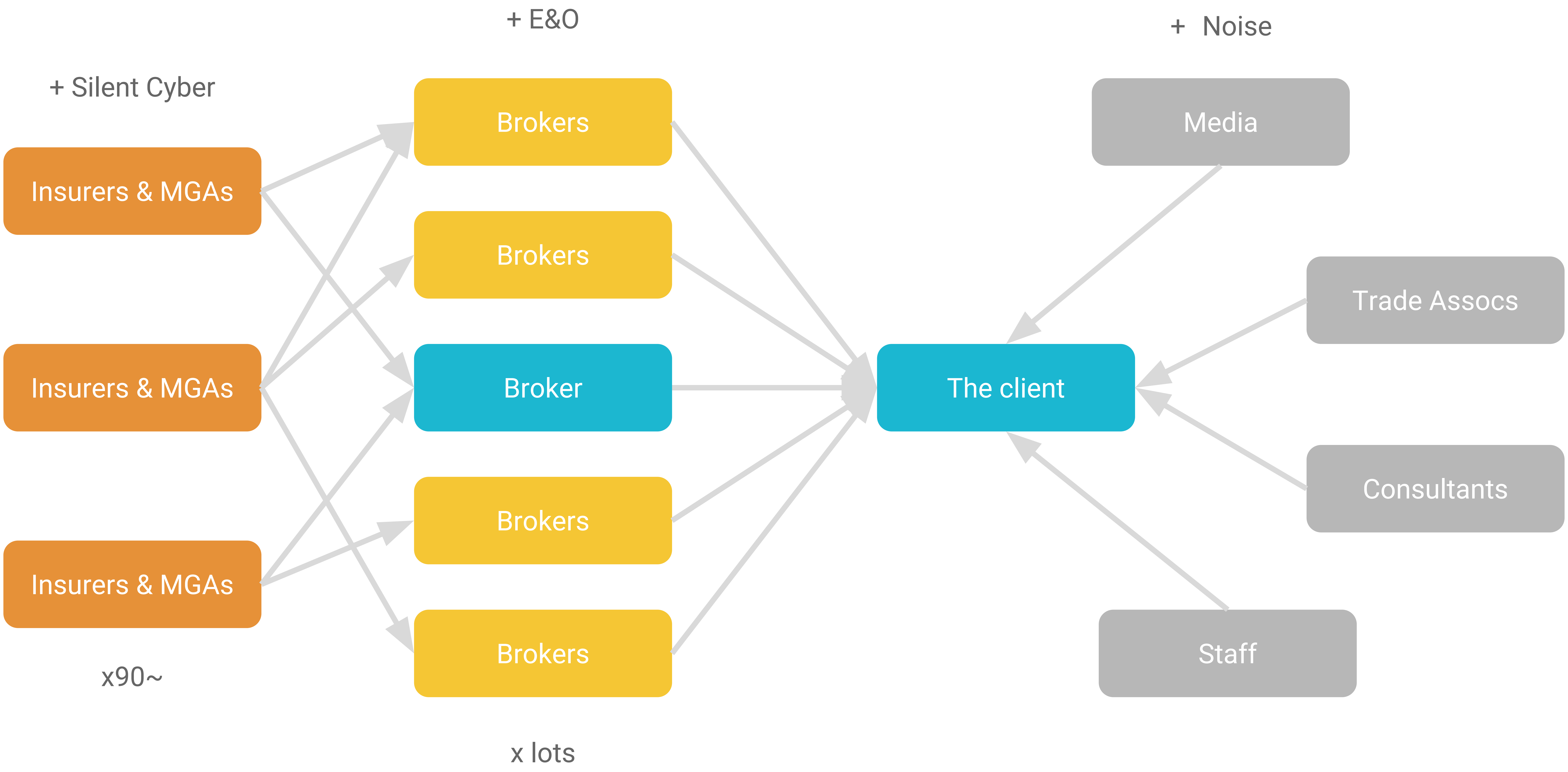
1st Party
Breach/Incident
Event Costs

Crime/
Fidelity

3rd Party
Network/Security Liability

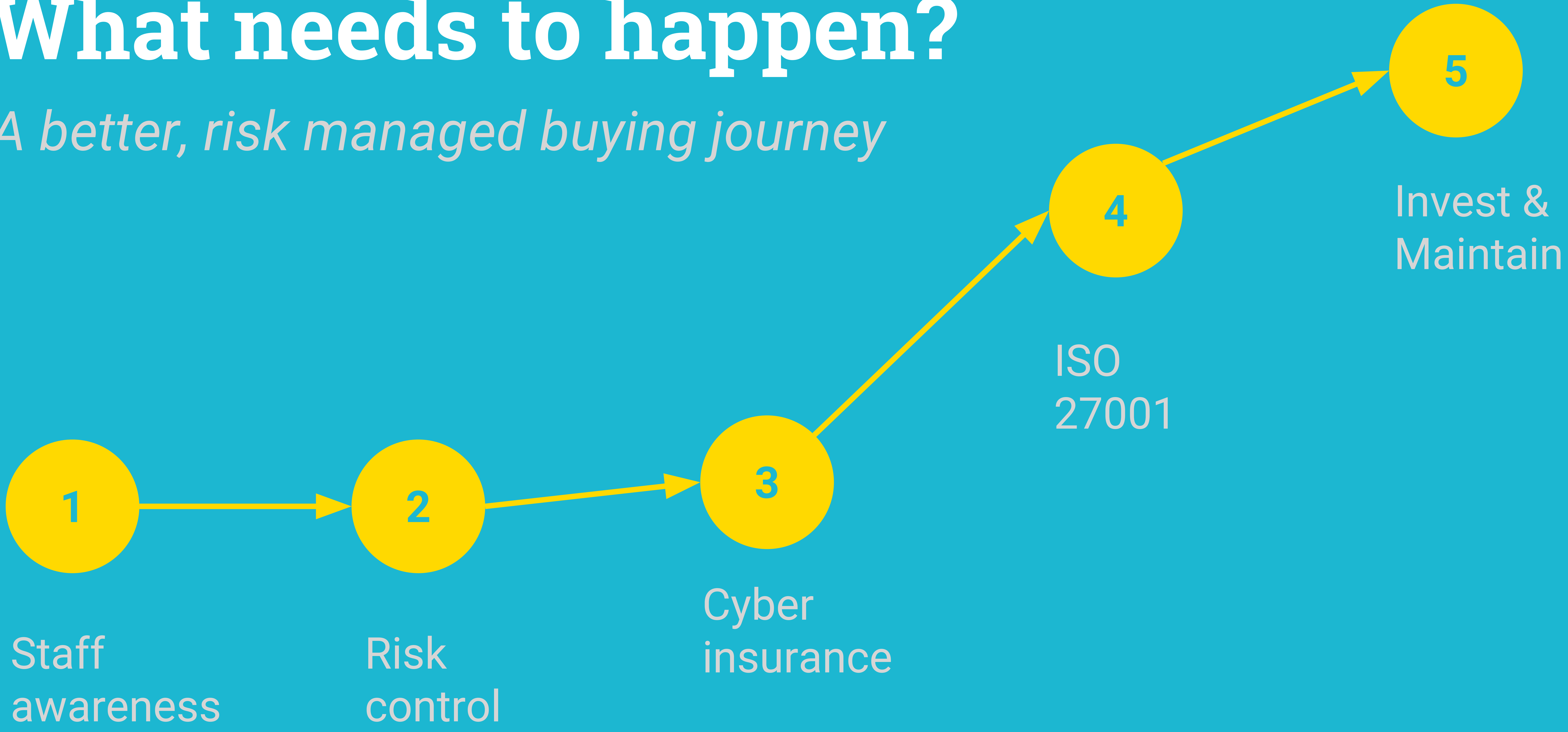

3rd Party
Privacy (Regulatory + Liability)
Stock deterioration
"Cyber" Business Interruption
1st Party
Breach/Incident Event Costs
PCI-DSS
Crime/ Fidelity
Transmit A Virus...
3rd Party
Network/Security Liability

Distribution issues


+ E&O
+ Noise
+ Silent Cyber
Brokers
Media
Insurers & MGAs
Brokers
Trade Assocs
Insurers & MGAs
Broker
The client
Consultants
Brokers
Insurers & MGAs
Brokers
Staff
x90~
x lots

What needs to happen?

A better, risk managed buying journey



1 Staff awareness

2 Risk control

3 Cyber insurance

4 ISO 27001

5 Invest & Maintain

Governance specifications

A growing alphabet soup

- Cyber Essentials
- ISO 27001
- PCI-DSS
- GDPR Fundamentals
- Insurance/client requirements

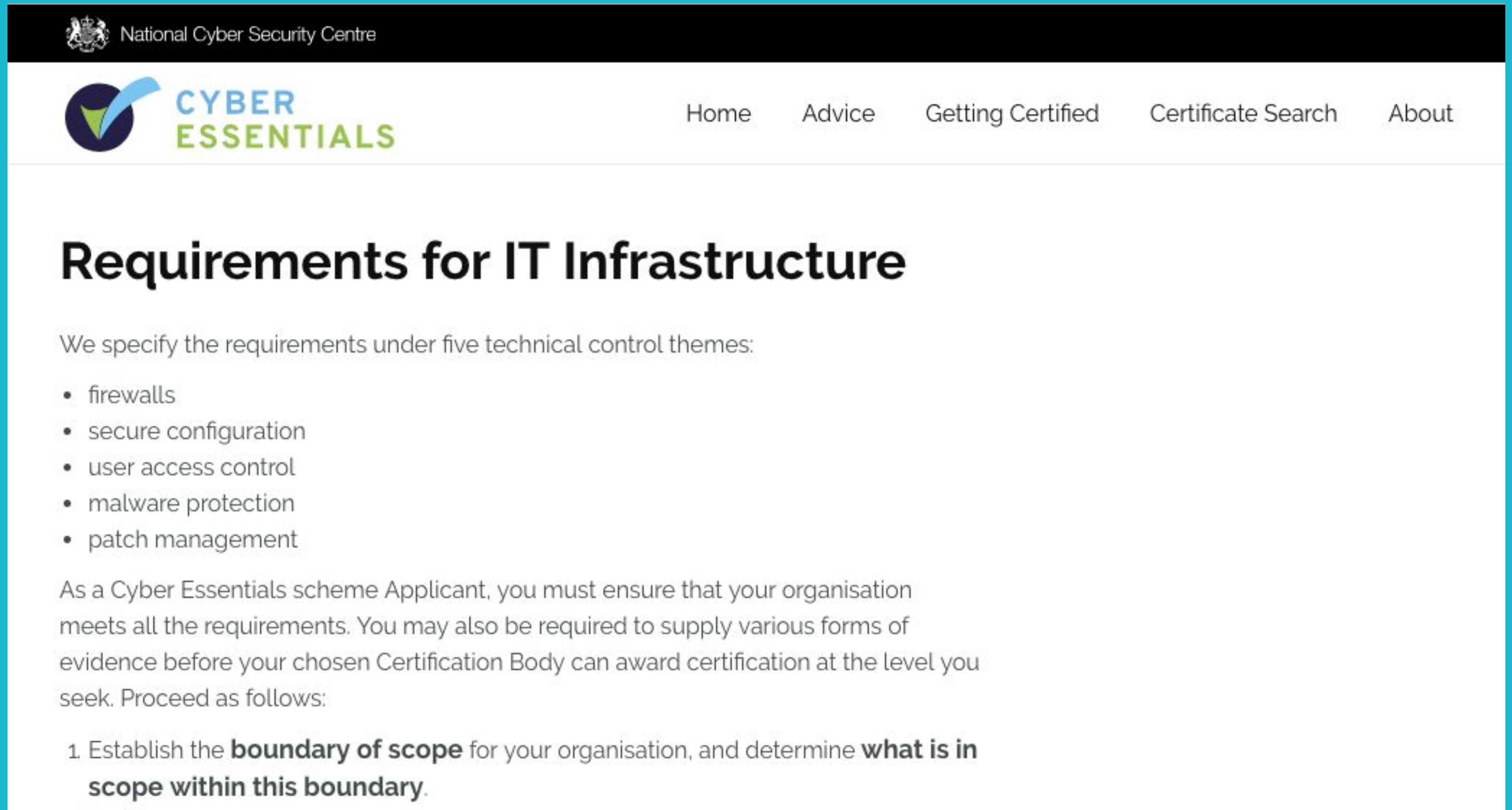
With road blocks

- “DIY” possible with expertise
- Consultants cost >£1,000 +VAT
- Too few experts
- Firms are unsure where to start

Cyber Essentials

What is it?

- Technical governance specification
- A recognised certification



Requirements for IT Infrastructure

We specify the requirements under five technical control themes:

- firewalls
- secure configuration
- user access control
- malware protection
- patch management

As a Cyber Essentials scheme Applicant, you must ensure that your organisation meets all the requirements. You may also be required to supply various forms of evidence before your chosen Certification Body can award certification at the level you seek. Proceed as follows:

1. Establish the **boundary of scope** for your organisation, and determine **what is in scope within this boundary**.

Background

- Standardise procurement assurance
- Minimum benchmark for British firms
- Reduce common threats by 70-80%
- Recognised by the ICO for GDPR
- Join risk management and insurance

How Berea fit in

Insurers & MGAs

Embed Cyber Essentials as a risk management value add to your PI and SME packaged offerings.

Insurance Brokers

Proactively engage clients with Berea’s unique services as a ready-made sales journey to buying cyber insurance.

Thank you

Any questions?

Berea.