

Cysurance Programme for Sophos Customers in Australia

Cysurance Certification and Cyber Insurance



Certification and Warranty Leads to Discounted Cyber Insurance Policies

Certified Cyber Insurance Endorsements

First Party Expense for:

- Business Interruption (First Party)
- Digital Asset Destruction
- Reputational Income Loss
- Cyber Extortion
- Incident Response Expenses

Third Party Expense for:

- Security and Privacy Liability
- Regulatory Defence and Penalties
- Multimedia Liability
- PCI Fines and Expenses

Cysurance has created the most inclusive, affordable warranty and cyber insurance policies for Australian Clients **protected by Sophos Managed Detection and Response (MDR) and Endpoint** solutions, providing safeguards from financial expenses due to cyber incidents.

Cysurance's cyber insurance policies cover: first-party incident response, business interruption, digital data recovery, cyber extortion, and third-party liability costs resulting from ransomware, social engineering and more.

Cyber insurance programs from **Cysurance** are provided by the "**Lloyds Syndicate**," which offers full limit coverage. This means that events like ransom attacks and incident response costs are covered up to the policy's total limit.

Traditional application and underwriting processes are not required for Sophos MDR customers. Most Sophos customers will immediately qualify for discounted access to high-quality cyber insurance policies.

In the event of an incident, the extended ransomware protection from Cysurance will respond first.

If exhausted, the cyber insurance will extend financial coverage up to the policy limit for additional remediation expense, immediately covering other security or business continuity events.

* Business industry category restrictions may apply for Fixed-Rate cyber insurance. Contact Cysurance to clarify that your business qualifies.



Insurance Discounts For Sophos Customers

In recognition of Sophos solutions' proven record of reducing risk exposure



18-21%

**discount off standard price
for Sophos Endpoint users**

*Recognition of additional
protections also available*



33%

**discount off standard price
for Sophos MDR users**

*Recognition of additional
protections also available*

Learn more and apply: www.cysurance.com/sophos-au

Insurance offered by Cysurance, LLC. DE License 3000712359, and in Australia, through Howden Broking Group, LTD Insurance Brokers. Canopius is a marketing name used to refer to subsidiaries providing insurance and related services. Insurance provided by Canopius Asia Pte Ltd. All products may not be available in all regions. This communication contains product summaries only. Coverage is subject to the language of the policies as actually issued. Nothing herein should be construed as involving the sale, solicitation or negotiation of insurance or the provision or offer of insurance services. EXCEPT AS OTHERWISE PROVIDED, THE POLICY ABOVE PROVIDES COVERAGE ONLY FOR THESE CLAIMS THAT ARE FIRST MADE DURING THE POLICY PERIOD AND REPORTED TO UNDERWRITERS DURING THE POLICY PERIOD OR AS OTHERWISE PROVIDED IN THE POLICY. DEFENSE COSTS ARE PART OF, AND NOT IN ADDITION TO, THE STATED LIMIT OF LIABILITY.



Extended Ransomware Protection Exclusively Available to Sophos MDR Customers

Example additional ransomware coverage inclusions:

AU\$275K Total Coverage \$250K Cyber Policy + \$25K additional ransomware coverage	AU\$550K Total Coverage \$500K Cyber Policy + \$50K additional ransomware coverage	AU\$1.15M Total Coverage \$1M Cyber Policy + \$150K additional ransomware coverage	AU\$2.15M Total Coverage \$2M Cyber Policy + \$150K additional ransomware coverage	AU\$3.2M Total Coverage \$3M Cyber Policy + \$200K additional ransomware coverage	AU\$4.2M Total Coverage \$4M Cyber Policy + \$200K additional ransomware coverage	AU\$5.2M Total Coverage \$5M Cyber Policy + \$200K additional ransomware coverage
--	--	--	--	---	---	---

Learn more and apply: www.cysurance.com/sophos-au

Insurance offered by Cysurance, LLC. DE License 3000712359, and in Australia, through Howden Broking Group, LTD Insurance Brokers. Canopius is a marketing name used to refer to subsidiaries providing insurance and related services. Insurance provided by Canopius Asia Pte Ltd. All products may not be available in all regions. This communication contains product summaries only. Coverage is subject to the language of the policies as actually issued. Nothing herein should be construed as involving the sale, solicitation or negotiation of insurance or the provision or offer of insurance services. EXCEPT AS OTHERWISE PROVIDED, THE POLICY ABOVE PROVIDES COVERAGE ONLY FOR THESE CLAIMS THAT ARE FIRST MADE DURING THE POLICY PERIOD AND REPORTED TO UNDERWRITERS DURING THE POLICY PERIOD OR AS OTHERWISE PROVIDED IN THE POLICY. DEFENSE COSTS ARE PART OF, AND NOT IN ADDITION TO, THE STATED LIMIT OF LIABILITY.



Certified Cyber Insurance

Cysurance Certified Cyber Insurance offers full coverage limits; incident response costs are covered up to the policy's total limit. The policy also includes special endorsements that cover bricking of devices and betterment enhancements, which allows for upgrading hardware and systems to current-day standards following a breach.

Certified Cyber Insurance Features

- Cyber Insurance Coverage up to AU\$5M
- Full Coverage Limits
- First and Third-Party Expense

Controls Required for Activation

- Sophos MDR Active Subscription (for discounted rate plans and MDR-related installations)
- Cysurance Certification Conditions
 - MFA on all email accounts
 - Back-ups (scanned for viruses)
 - PHI/PII encryption (if regulatory conditions apply)
 - Data privacy compliance (if regulatory conditions apply)
 - Patch updates within 60 days of release
 - All events verified through log data

Certified Cyber Insurance Endorsements

First Party Expense - Insuring Agreements

- Business Interruption (First Party)
- Digital Asset Destruction
- Reputational Income Loss
- Cyber Extortion
- Incident Response Expenses

Cover

- Aggregate Limit
- Aggregate Limit
- Aggregate Limit
- Aggregate Limit
- Aggregate Limit

Third Party Expense - Insuring Agreements

- Security and Privacy Liability
- Regulatory Defense and Penalties
- Multimedia Liability
- Payment Card Industry Fines and Expenses

Cover

- Aggregate Limit
- Aggregate Limit
- Aggregate Limit
- Aggregate Limit

Certified Cyber Insurance includes:

- ❖ Full Limits
- ❖ First and Third-Party Expense
- ❖ Business Continuity & Disaster Recovery Plans

NOTE: Insurance offered by Cysurance, LLC. DE License 3000712359, and in Australia, through Howden Broking Group, LTD Insurance Brokers. Canopius is a marketing name used to refer to subsidiaries providing insurance and related services. Insurance provided by Canopius Asia Pte Ltd. All products may not be available in all regions.

This communication contains product summaries only. Coverage is subject to the language of the policies as actually issued. Nothing herein should be construed as involving the sale, solicitation or negotiation of insurance or the provision or offer of insurance services.

EXCEPT AS OTHERWISE PROVIDED, THE POLICY ABOVE PROVIDES COVERAGE ONLY FOR THESE CLAIMS THAT ARE FIRST MADE DURING THE POLICY PERIOD AND REPORTED TO UNDERWRITERS DURING THE POLICY PERIOD OR AS OTHERWISE PROVIDED IN THE POLICY. DEFENSE COSTS ARE PART OF, AND NOT IN ADDITION TO, THE STATED LIMIT OF LIABILITY.

Automatic Qualification with Sophos MDR

Organizations using the Sophos MDR service that have Cysurance's requisite security controls in place automatically qualify for the Cysurance Certification and Certified Cyber Insurance programs, providing two layers of protection against incident remediation and recovery expenses.

Program Benefits

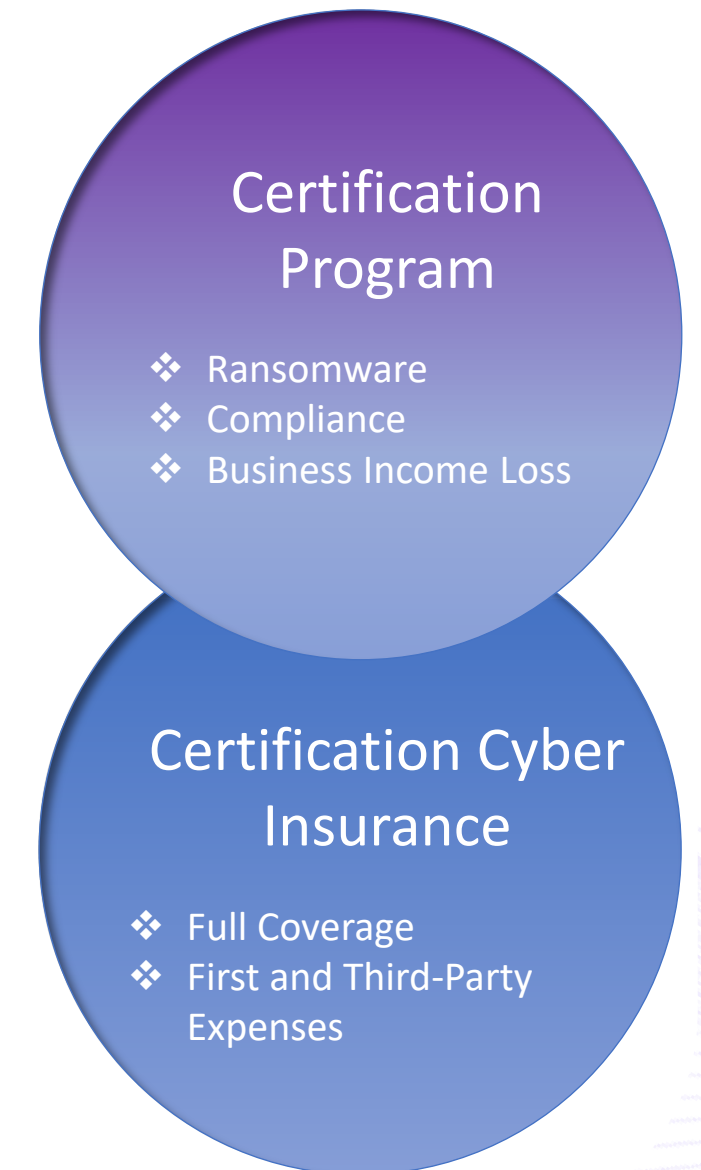
Cysurance Certified Insurance program: Provides up to AU\$5 million in cyber insurance coverage, including full limits, first and third-party expenses, business continuity and disaster recovery plans.

Cysurance Certification program: Reimburses up to AU\$200,000 in remediation and recovery expenses in the event of a ransomware incident, inclusive of breach notification costs, compliance and regulatory penalties, and business income loss.

Program Activation

In the event of a ransomware incident, the Certification program is activated first. Once exhausted, the Certified Cyber Insurance responds to cover additional remediation expenses.

In the event of non-ransomware and business continuity events, the Certified Cyber Insurance responds immediately.



NOTE: Insurance offered by Cysurance, LLC. DE License 3000712359, and in Australia, through Howden Broking Group, LTD Insurance Brokers. Canopus is a marketing name used to refer to subsidiaries providing insurance and related services. Insurance provided by Canopus Asia Pte Ltd. All products may not be available in all regions. This communication contains product summaries only. Coverage is subject to the language of the policies as actually issued. Nothing herein should be construed as involving the sale, solicitation or negotiation of insurance or the provision or offer of insurance services.

EXCEPT AS OTHERWISE PROVIDED, THE POLICY ABOVE PROVIDES COVERAGE ONLY FOR THESE CLAIMS THAT ARE FIRST MADE DURING THE POLICY PERIOD AND REPORTED TO UNDERWRITERS DURING THE POLICY PERIOD OR AS OTHERWISE PROVIDED IN THE POLICY. DEFENSE COSTS ARE PART OF, AND NOT IN ADDITION TO, THE STATED LIMIT OF LIABILITY.



Requisite Security Controls

The certification warranty is valid when the following cyber controls and conditions are actively in place:

Clients deploy industry standard and up-to-date anti-virus or comparable prevention tools on their endpoints.

In the event of a claim for reimbursement, the affected endpoint(s) log data will be required to validate the claim.

PHI encryption (for those in regulated industries) and/or data backups are in place.

A cyber breach can often be resolved quickly through backup restoration. A backup solution that encrypts data at rest and is regularly scanned for viruses and malicious data is required. Cloud backup solutions are also acceptable if they meet these criteria.

Multi-factor authentication must be active on all customer email accounts.

MFA is important, as it makes the stealing of information harder for the average criminal.

MFA prevents bad actors from gaining access to a network via a stolen password and, in doing so, allows other security tools to function as designed.

Clients must perform commercially reasonable maintenance, including applying patches and updates within 60 days of release.

As best practice, customers must follow a patching cadence with commercially reasonable measures taken close to the latest patch cycle release.

Clients must offer security awareness training to their employees.

All employees should receive security awareness training to ensure they have the necessary skills to identify an attack.

Clients must ensure that out-of-cycle wire transfers and invoice routing information changes are verified and documented with the requestor.

Business controls that document any change request to invoice routing and wire transfers are required and documentation is provided in the event of an attack.

The customer applies best efforts towards data privacy and is compliant with any required regulatory conditions.

If applicable, customer must adhere to any national, state, federal, and/or regulatory, privacy and security policies related to which they are subject.

Clients regulated by healthcare, financial or other governmental authorities must demonstrate:

- An annual risk assessment is completed and documented.
- Personal identifiable and health information was inventoried and accounted for prior to the incident.
- All employees completed appropriate regulatory-related training prior to incident, within the previous 12 months.

All events must be verified through log data

The warranty will not respond to a systemic failure of service provider infrastructure and/or an application, or software that results in a loss.

Certified Cyber Insurance Endorsements

First Party Expense for:

- Business Interruption (First Party)
- Digital Asset Destruction
- Reputational Income Loss
- Cyber Extortion
- Incident Response Expenses

Third Party Expense for:

- Security and Privacy Liability
- Regulatory Defence and Penalties
- Multimedia Liability
- PCI Fines and Expenses

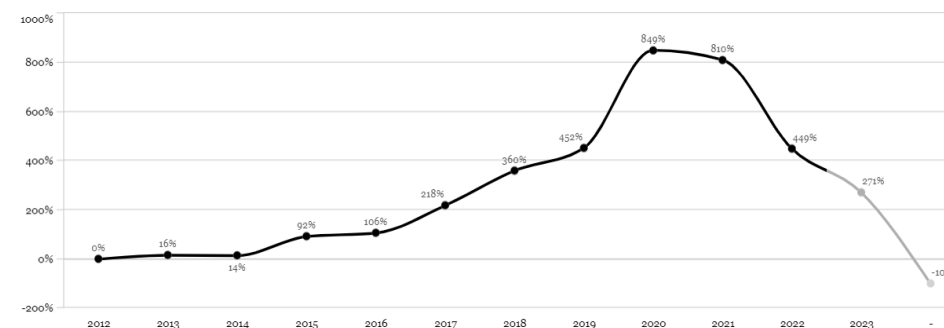
Cysurance: Addressing the Business Risk Management Dilemma

Business spending on security, risk management and resilience is rising exponentially to address a worsening threat landscape. Breaches, however, continue unabated, prompting cyber insurance companies to raise rates and reduce coverage.

Chief Information Security Officers (CISOs), Chief Information Officers (CIOs) and senior risk management executives are rapidly concluding that the key to addressing cybersecurity threats is to untangle the complex and fragmented protection and mitigation strategies in place at most large organizations.

The dramatic rise in solutions deployed to protect large enterprises has largely occurred in an uncoordinated manner, making it challenging to monitor complex enterprise infrastructures, users and mission-critical assets.

Attacks Rising...But Covered Incidents Globally are Declining -- [Chubb](#)



"Insurance carriers are reducing or eliminating coverage for ransom attacks and systemic outages resulting from zero-day incidents."

Cysurance is a next-generation risk mitigation company that certifies, warrants and insures security solutions deployed by enterprise end-users.

- Certified solutions providers meet the most stringent requirements demanded by underwriters of risks associated with hardware, software, infrastructure and security services deployed by enterprises across all industries and geographies.
- Certified offerings minimize vulnerabilities faced by public, private and non-profit leaders.
- As a program underwriter, the warranties attached to Cysurance-certified solutions can be applied to cyber-insurance deductibles and other out-of-pocket expenses in the wake of an incident or breach.

Our mission is to work with market-leading players in IT, cyber risk management and the insurance community to enhance business resilience by protecting revenue and supporting rapid recovery in the event of an incident.

The Root Cause: Lack of Coordination and Integration

The absence of coordination among **IT service providers, cybersecurity solution developers, and insurance underwriters** makes companies less secure.

These three groups, essential to a company's defence against cyber threats, often work separately without enough communication and teamwork, leading to several issues.

- IT Service Providers focus on maintaining and improving systems but are often not fully aware of new cyber threats and weaknesses.
- Cybersecurity Solution Developers create tools to fight specific threats but may not completely understand the unique situations of different businesses.
- Insurance Underwriters evaluate risk to set policy terms and prices but usually lack up-to-date knowledge of a company's actual security status.

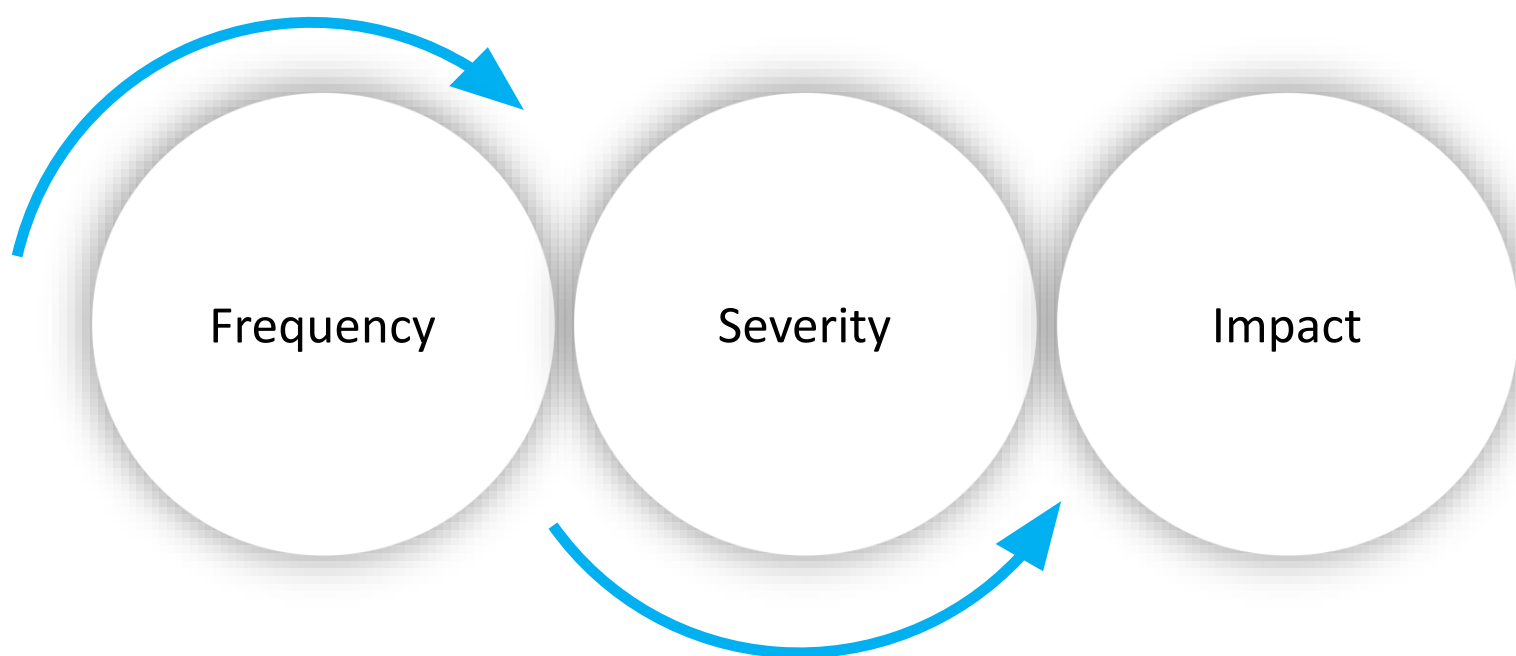
As a result, when a cyber incident occurs, the lack of a unified strategy delays response times because IT service providers, cybersecurity teams, and insurers lack the planning and procedures to coordinate efforts.

This leads to prolonged exposure and more damage to all involved.

"Lack of coordination results in delayed response times, prolonged damage and elevated financial consequences during and after cyber incidents."

Our Mission:

Limiting financial impact when a cyber-attack strikes.



Our mission is to provide market leading financial protection solutions – including warranties and insurance.

We offer low-friction warranty and insurance programs aligned to cyber control deployments that present a complete set of features to enhance the business resilience of Clients by protecting revenue and supporting rapid recovery in the event of an incident.

Cysurance-certified solutions reduce total cost of ownership for small and medium-sized organizations through best-in-class security solutions and managed services that are specifically tailored to support the technology modernization and business transformation objectives of leaders across vertical industries.



FOR MORE INFORMATION

SOPHOS@CYSURANCE.COM

www.cysurance.com/sophos-au

Follow us:

[linkedin.com/company/cysurance](https://www.linkedin.com/company/cysurance)

[facebook.com/cysurance](https://www.facebook.com/cysurance)

twitter.com/cysurance

cysurance.com