

# Cyber Catalyst Designated Solutions 2019

Seventeen cybersecurity solutions received the Cyber Catalyst<sup>SM</sup> designation in the inaugural Cyber Catalyst by Marsh<sup>SM</sup> program. Participating insurers identified these products and services as being able to have a meaningful impact in reducing cyber risk.

## Cyber Catalyst<sup>SM</sup> 2019 Designated Cybersecurity Solutions

 a Hewlett Packard Enterprise company	Aruba <a href="#">Policy Enforcement Firewall</a>		BigID <a href="#">Data Privacy Protection and Automated Compliance</a>
	CrowdStrike <a href="#">Adversary Emulation Penetration Testing</a>		CrowdStrike <a href="#">Falcon Complete™</a>
	Digital Guardian <a href="#">Data Protection Platform</a>		FireEye <a href="#">Email Security</a>
	FireEye <a href="#">Endpoint Security</a>		ForeScout <a href="#">Device Visibility and Control Platform</a>
	HackerOne <a href="#">Bounty</a>		HPE <a href="#">Silicon Root of Trust</a>
	KnowBe4 <a href="#">Security Awareness Training and Simulated Phishing Platform</a>		Mimecast <a href="#">Security Email Gateway with Targeted Threat Protection</a>
	Perspecta Labs <a href="#">SecureSmart™ critical infrastructure monitoring solution</a>		RSA <a href="#">SecurID® Access</a>
	Trustwave® <a href="#">DbProtect™</a>		Virsec® <a href="#">Security Platform</a>
	Zingbox <a href="#">IoT Guardian™</a>		

## Evaluation Criteria

Insurers participating in Marsh's Cyber Catalyst program evaluated cybersecurity solutions that address major risks, including data breach, business interruption, data theft or corruption, and cyber extortion. In evaluating these solutions, insurers used six criteria:

1. *Reduction of cyber risk*: demonstrated ability to address major enterprise cyber risk such as data breach, theft, or corruption; business interruption; or cyber extortion.
2. *Key performance metrics*: demonstrated ability to quantitatively measure and report on factors that reduce the frequency or severity of cyber events.
3. *Viability*: client-use cases and successful implementation.
4. *Efficiency*: demonstrated ability of users to successfully implement and govern the use of the product to reduce cyber risk.
5. *Flexibility*: broad applicability to a range of companies and industries.
6. *Differentiation*: Distinguishing features and characteristics.

## Evaluation and Designation Process

The platform for vendors to submit cybersecurity solutions for evaluation was open from March 26 through May 5, 2019. Eligibility criteria required that the cybersecurity products or services be 1) currently available in the United States and 2) deployed in an enterprise environment. The evaluation process included a deep dive into eligible products and services that participating insurers felt merited review, and demonstrations to those insurers.

The eight participating insurers voted independently on each solution, with Marsh tallying the votes and Microsoft serving as technical advisor. Cyber Catalyst designation was awarded to products receiving positive votes by at least six insurers. Neither Marsh nor Microsoft participated in the Cyber Catalyst<sup>SM</sup> designation decisions.

The next Cyber Catalyst program cycle is expected to launch in 2020, when cybersecurity solutions can be submitted for evaluation.

## Insurance Policies and Implementation Principles

Organizations that adopt Cyber Catalyst-designated solutions may be considered for enhanced terms and conditions on individually negotiated cyber insurance policies with participating insurers. Marsh has worked with each participating insurer to establish endorsement wordings that reflect the coverage enhancements that those insurers might offer to Marsh clients which adopt one or more Cyber Catalyst designated solution.

When considering potential policy enhancements, those insurers will expect organizations to implement the Cyber Catalyst designated products or services in a certain manner. To that end, participating insurers worked with the vendors whose solutions are Cyber Catalyst designated to develop "implementation principles" for each product or service.

Contact Marsh at [cyber.risk@marsh.com](mailto:cyber.risk@marsh.com) to learn more.

### CLARITY IN A CROWDED CYBERSECURITY MARKET

Cyber Catalyst by Marsh<sup>SM</sup> brings together leading cyber insurers, with technical advice from Microsoft, to evaluate and identify cybersecurity solutions they consider effective in reducing cyber risk. Cyber Catalyst is designed to help organizations make more informed choices about cybersecurity products and services to manage their risk. It provides organizations with greater clarity and confidence in an increasingly complex cybersecurity marketplace, as well as an understanding of which cybersecurity solutions most matter to insurers.

## Insurance Industry Insights

Eight leading insurers are participating in the 2019 Cyber Catalyst program. Microsoft is a technical advisor to the program.



Cyber Catalyst participating insurers represent a substantial portion of the \$5 billion global cyber insurance marketplace, which has responded to the most catastrophic and costly cyber events of the past decade. They have considerable experience and insight gained from engagement with a wide range of cybersecurity offerings and vendors.

## Marsh Cyber Practice By the Numbers



Leader of  
**25 year-old**  
Cyber Insurance Market

**Broker Team of the  
Year (\$500M+)**

Business Insurance US Awards 2019

**Cyber Broker of the Year**  
Advisen 3 Time Winner



For more information on 2019 designated solutions or the program, visit the Cyber Catalyst pages at [www.marsh.com/cybercatalyst](http://www.marsh.com/cybercatalyst). Follow our social campaigns on LinkedIn and Twitter: #CyberCatalyst.

For more information about Marsh's cyber risk management solutions, email [cyber.risk@marsh.com](mailto:cyber.risk@marsh.com), visit [marsh.com](http://marsh.com), or contact your Marsh representative.

Marsh is one of the Marsh & McLennan Companies, together with Guy Carpenter, Mercer, and Oliver Wyman.

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