FREQUENTLY ASKED QUESTIONS

VENDOR-RELATED TOPICS

1. **Which cybersecurity vendors are eligible to submit products and services for evaluation in the Cyber Catalyst℠ program?   When can they apply?**

   Any firm is invited to submit their cybersecurity product or service for evaluation in the Cyber Catalyst℠ program, provided the product or service is currently available in the United States and at a multinational level.

   The platform for cybersecurity vendors to submit their products and services for evaluation in the 2020 Cyber Catalyst program will be open from March 10th through May 15th.   We will continue to evaluate the deadline in light of the evolving coronavirus situation.

2. **Which cybersecurity products and services are eligible to be considered in Cyber Catalyst℠?**

   The program will consider a wide range of eligible products and services aimed at reducing cyber risk. The participating insurers have identified the top 5 risks they foresee for 2020, and encourage submissions that address these threats specifically:
   - Ransomware
   - Privacy regulation/Data collection & management risk
   - Supply chain/Vendor management risk
   - Cloud migration/Cloud management
   - Social engineering

   However, insurers will consider any cybersecurity solution that meets eligibility criteria, which are:
   - Deployment in an enterprise environment (as opposed to product or service concepts or prototypes).
   - Offered by firms willing to demonstrate their cybersecurity credibility and expertise and that of their principals.
   - Able to demonstrably reduce cyber risk.

   Companies may submit up to 2 products or services for evaluation in each Cyber Catalyst program cycle. For more information about vendor eligibility and application to the Cyber Catalyst℠ program, please visit the Cyber Catalyst website: www.marsh.com/cybercatalyst

3. **What information is required for submission to the Cyber Catalyst by Marsh℠ program?**

Cybersecurity vendors seeking to submit their products or services to the Cyber Catalyst℠ program must be able to demonstrate that:
- The product or service is currently available in the United States and at a multinational level.
- The product or service is deployed in an enterprise environment (as opposed to concepts or prototypes.)
- The firm's principals have credibility and expertise in cybersecurity.
- The product or service demonstrably can have a meaningful impact on cyber risk.

Vendors are also asked to identify which of the 20 Center of Internet Security (CIS) controls V7.1 best describes the primary capability of the product. The incorporation of CIS controls is designed to help organize the products during the insurers' review process. Download the CIS controls at: https://learn.cisecurity.org/cis-controls-download.

Other information requested in the submission will include:

- Firm overview/background
- Product profile /description
- Product efficacy results
- Marketing materials
- Case studies
- Supporting materials, such as independent reviews

For more information about vendor eligibility and application to the Cyber Catalyst℠ program, please refer to the Cyber Catalyst ℠ web pages: www.marsh.com/cybercatalyst

4. **What is the process the insurers will follow in their evaluation of cybersecurity solutions?**

The evaluation of products and services submitted to the Cyber Catalyst program for evaluation will be three-phased:

- an initial review to determine eligibility;
- a first selection round of online applications to determine products and services that the insurers believe merit further review; and
- a second selection round that will include a further evaluation and presentation to the insurers.

At the end of that process, a selection of products and services will be awarded the Cyber Catalyst designation.

5. **What are the evaluation criteria?**

   The insurers will evaluate the products within a framework of guiding principles that they believe are useful in gauging effectiveness:

   - Reduction of cyber risk: the ability to address major enterprise risks, including data breach, business interruption, data theft or corruption, or cyber extortion.
   - Key performance metrics: the ability to quantitatively measure and report on factors which reduce the frequency or severity of cyber events.
   - Viability: the provision of client-use cases and successful implementations.
   - Efficiency: the ability for customers to successfully implement and govern the use of the product to reduce cyber risk.
   - Flexibility: wide applicability of the product to different companies.
   - Distinguishing features: Differentiating features of the product which distinguish it from other, similar cybersecurity solutions.

6. **How many products can a cybersecurity vendor submit per program cycle?**

   Cybersecurity vendors may submit up to 2 products or services per Cyber Catalyst program cycle.

7. **When can cybersecurity vendors apply to the Cyber Catalyst program?**

   The platform for cybersecurity vendors to submit their products and services for evaluation in the 2020 Cyber Catalyst program will be open from March 10 through May 15, 2020.

8. **When will 2020 Cyber Catalyst product designations be announced?**

   Products awarded the 2020 Cyber Catalyst designation will be announced in September 2020.

9. **Is there a cost to submit cybersecurity products and services for consideration in the Cyber Catalyst(SM) program?**

   There is no cost for cybersecurity vendors to submit their products or services for consideration under the Cyber Catalyst(SM) program.

10. **How often will the Cyber Catalyst(SM) program cycle occur?**

    It is anticipated that the Cyber Catalyst(SM) program will take place once a year.

11. How long will the Cyber Catalyst℠ designation be valid for?

There is no fixed duration for a Cyber Catalyst℠ designation, but Cyber Catalyst℠ participating insurers expect to re-review products and services that have received the Cyber Catalyst℠ designation on an annual basis.

12. Will feedback be provided to cybersecurity vendors whose products or services do not receive the Cyber Catalyst℠ designation?

Yes, participating insurers will provide feedback to enable cybersecurity vendors to consider potential updates or changes to their offerings, and resubmission of revised products and services at a later date.

13. Can a vendor resubmit a product or service previously not designated as Cyber Catalyst℠?

If a cybersecurity vendor can demonstrate that a previously submitted product or service has changed in a manner that meets the feedback provided by the Cyber Catalyst℠ participating insurers, that product or service can be resubmitted for consideration in a subsequent Cyber Catalyst℠ program cycle.

14. Where are Cyber Catalyst℠-designated products and solutions listed?

Products and services designated as Cyber Catalyst℠ will be listed on the Marsh Cyber Catalyst ℠ web pages: www.marsh.com/cybercatalyst

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