

Cyber CatalystSM Introductory Information for Vendors

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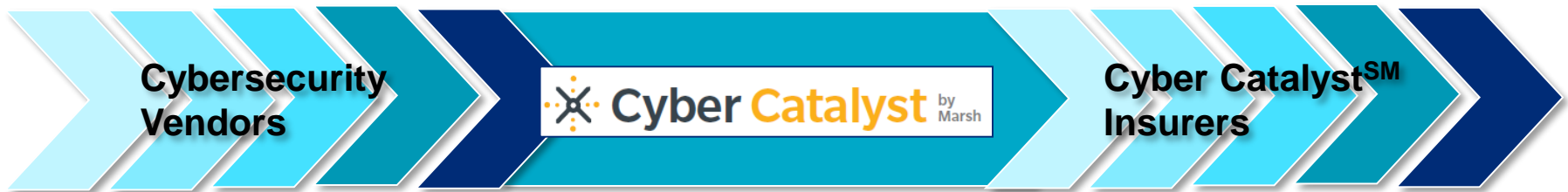
Cyber CatalystSM Vendor Information Pack

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Cyber CatalystSM Program Overview

Driving Improved Outcomes in Cyber Risk Management



Marsh has created the **Cyber CatalystSM** Program to assist organizations in making more informed choices about cybersecurity products and services to manage cyber risk.

The Cyber CatalystSM program brings together leading cyber insurers to identify and evaluate solutions they consider effective in reducing insurable cyber risk, giving organizations greater clarity in an increasingly complex cybersecurity marketplace.

Participating insurers will evaluate cybersecurity offerings that address major cyber risks, such as data breach, business interruption, data theft or corruption, and cyber extortion, with the goal of better equipping organizations to select cybersecurity solutions that can have a meaningful impact on cyber risk.

Products and services considered by participating insurers to be effective in reducing cyber risk will be given the designation of "Cyber Catalyst". Organizations that adopt Cyber Catalyst-designated solutions may qualify for enhanced terms and conditions on individually negotiated cyber insurance policies with participating insurers.

Cyber CatalystSM Program Overview

High Visibility Platform for Cybersecurity Vendors

Organizations are seeking:

- ✓ Effective products and services to help manage cyber risk.
- ✓ Experience-driven insight on cybersecurity products and services, drawing on the extensive experience and response of cyber insurers to the most costly, catastrophic cyber events of the past decade.
- ✓ Insurance policy enhancements that recognize the ongoing investments they are making in cyber security.

Insurers are seeking:

- ✓ Cybersecurity vendors with expertise and demonstrable performance they can introduce to their valued customers.
- ✓ Effective products and services vendors can offer to reduce clients' cyber risks.

Benefits cybersecurity vendors will receive:

- ✓ Efficient access to many of the leading insurers in the cyber insurance market.
- ✓ Wider product visibility in the cybersecurity market.
- ✓ Exposure to insurers' customer base, enhanced by the diversity of the insurer panel.
- ✓ Feedback loop from insurers against assessment criteria

Cyber CatalystSM Program Timeline

Online Vendor Application Open Through May 3rd

Online Application

- Process will be open **March 26th – May 3rd**.
- Vendor completes an online application via secure Marsh web-link for their specific product or service.
- Applications are forwarded to insurers for review after initial categorization by Marsh.
- Participating insurers may choose to hold preliminary interviews with candidates in this round to gain more information.
- Participating insurers vote and approves vendor finalists.

Insurer Evaluations

- Evaluation process of vendor finalists will commence on a rolling basis, from **April 1st**.
- Insurers will hold interviews with vendor finalists, either live or via web-conference.
- Vendors will be required to fulfil any requests for further information.
- Insurers meet to discuss final candidates
- Insurers will conduct any necessary follow-up meetings via web-conference before making the final evaluation decision.

“Cyber Catalyst” Designations

- First round of cybersecurity solutions designated as “Cyber Catalyst” are expected to be announced in September 2019.
- Organizations that adopt one or more Cyber Catalyst–designated products or services may benefit from enhanced terms and conditions on individually negotiated cyber insurance policies offered by Cyber Catalyst-participating insurers.

Cyber CatalystSM Vendor Product/Service Eligibility

Eligible cybersecurity vendors:

- ✓ Any cybersecurity vendor is eligible 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..

Eligible products and services must be:

- ✓ 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.

For more information about vendor eligibility and application to the Cyber Catalyst program, please refer to the [Cyber Catalyst pages](#) on Marsh.com.

Cyber CatalystSM Vendor Product/Service Evaluation Criteria

Round 1: Online Application

High-level review based on the following categories:

- Web-review of the product and the vendor.
- Comprehensiveness of the completed application form.
- For more information, and to apply (registration is open through May 3rd), follow this [hyperlink](#).

Round 2: Insurer Detailed Evaluation

Deep-dive evaluation and identification of finalists based on experience, judgment, and core guiding principles:

- Reduction of cyber risk – ability to address major enterprise risks, such as but not limited to: data breach, business interruption, data theft or corruption, or cyber extortion.
- Key performance metrics – ability to quantitatively measure and report on factors which reduce the frequency or severity of cyber events.
- Viability – provision of client-use cases and successful past implementations.
- Efficiency – requiring that customers will be able to successfully implement and govern the use of the product to reduce cyber risk.
- Flexibility – the wider applicability the product can have the better.
- Differentiating features – unique features of the product which set it apart from competing products

Cyber Catalyst Online Resources

The next program cycle of Cyber Catalyst will open in 2020 for submission of products and services to be considered.

Online Application and More Material Will be Updated then.

Visit the [Cyber CatalystSM pages](#) on Marsh.com

Questions

Contact: CyberCatalyst@marsh.com

Disclaimer

The Cyber CatalystSM designation is not a guarantee of performance or a certification of cybersecurity prevention or protection. The “Cyber CatalystSM” designation reflects the consensus view of Cyber CatalystSM-participating insurers that the product or service can be effective in reducing cyber risk. Those insurers express no view on the scope, terms or pricing of those products or services. The decision to use a third-party vendor's product or service with the Cyber CatalystSM designation is made solely by customers that purchase and/or use the product or service. Neither Marsh nor Microsoft nor any participating insurers shall be a party to, or be subject to any obligations or liabilities set forth in, any agreement entered into between any vendor and its customer. Third-party cybersecurity vendors are not agents of Marsh, Microsoft or any participating insurer. Marsh, Microsoft and participating insurers make no warranties or guarantees of any kind, express or implied, and assume no liability arising out of or relating to any service or product rendered or provided by any such vendor to its customer.



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