

# Marsh Cyber Echo: Enhanced Excess Coverage for Cyber and Technology Risks

Marsh Cyber ECHO provides access to exclusive insurance capacity that can be deployed efficiently with market leading terms and conditions — including reinstatement of underlying limits — bringing more stability to the market for excess cover.

## Challenges of the Cyber Insurance Marketplace

At a time when many companies perceive an increasing exposure to cyber events and seek to transfer more of their risk, they need participation from more insurers in order to obtain adequate coverage. In some cases, only sublimits of cover are available for key cyber exposures.

## Pitfalls to Recovery Under Excess Policies

Although excess cyber policies often receive little attention, the terms can vary significantly. Some standard excess policies contain confusing wording that can serve as barriers to the recovery of a loss. The following are some examples:

- Limited follow form. An excess policy is generally intended to “follow form” or be subject to all of the terms and conditions of the primary insurance

policy beneath it, but that is not always the case. Some excess policies do not state they will follow the primary policy.

- Conditions precedent and warranties. Some excess policies contain clauses creating client warranties or conditions precedent to the insurers’ liabilities. These terms can have serious implications and are often heavily negotiated in the primary policy because they define what insureds must do in order to recover from the insurer.
- Insurers’ obligations under excess wordings. These are generally conditioned on the response of the underlying policies. This type of language has prevented or delayed insureds from recovering under excess policies in the past.

Marsh Cyber ECHO addresses these issues and helps organizations efficiently meet their needs for excess cyber insurance coverage.

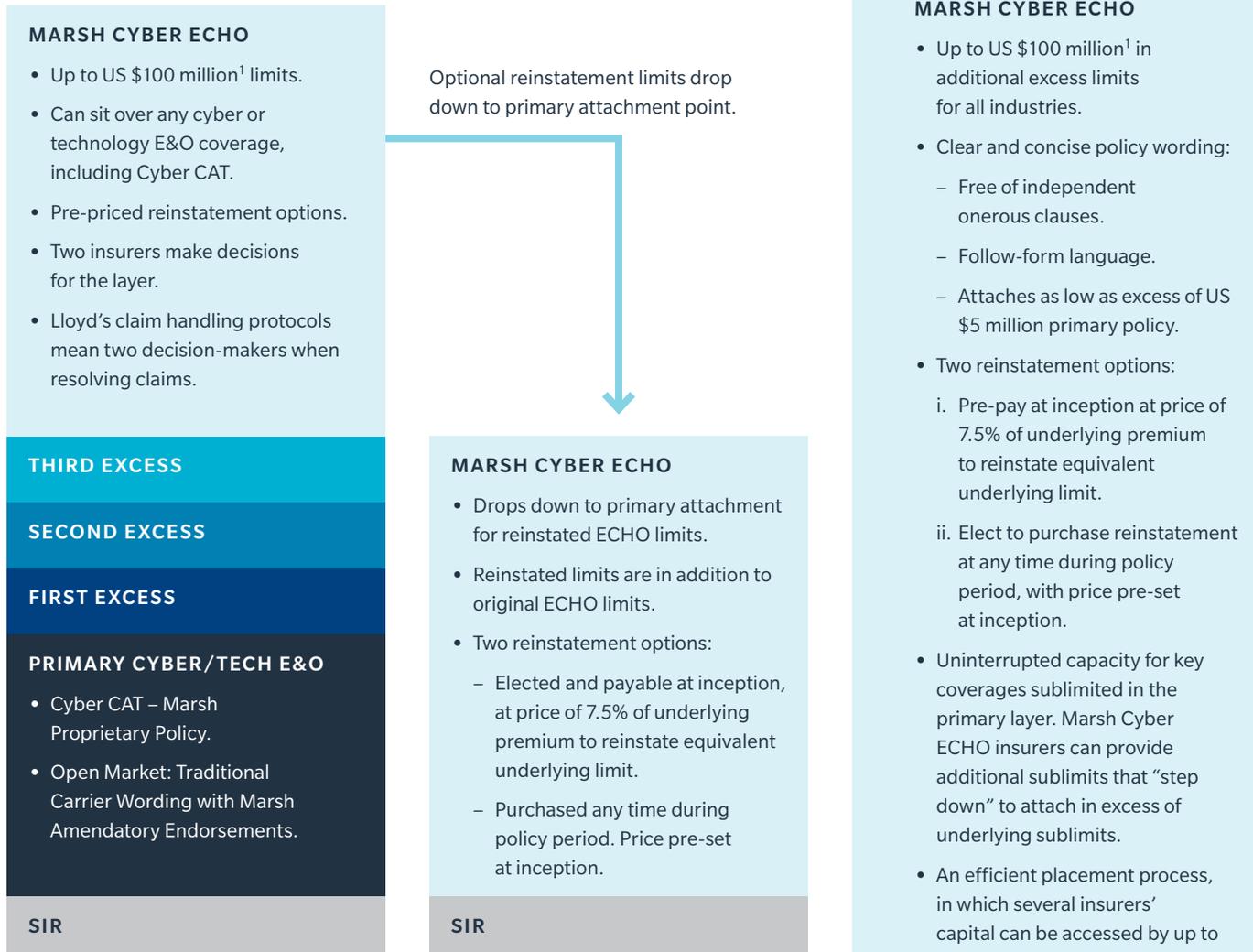
## 🎯 WHO IT'S FOR

- Exclusively for Marsh clients.
- Public and private companies of all sizes and industries.
- Companies seeking to purchase more than US \$5 million of cyber or technology errors and omissions (E&O) cover per year.
- Available on a global basis.

## 🎯 WHAT YOU GET

- Up to US \$100 million in limits, or local currency equivalent, excess of an underlying cyber or technology E&O cover.
- Two reinstatement options:
  - Pre-paid at inception at price of 7.5% of underlying premium to reinstate equivalent underlying limit.
  - Purchased any time during policy period. Price pre-set at inception.

## EXAMPLE: MARSH CYBER ECHO REINSTATEMENT & DROP-DOWN



For more information about Marsh Cyber ECHO and other risk management solutions from Marsh, visit [marsh.com](http://marsh.com), or contact your local Marsh representative.

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Notes: 1. Or local currency equivalent.

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

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