Cyber CatalystSM 2020 Application Guidance

Thank you for your interest in Cyber Catalyst by MarshSM.

The application to submit cybersecurity products and solutions for evaluation in the 2020 Cyber Catalyst can be accessed via the blue bar on the vendor information webpage.

The application will not save your progress if you navigate away from the browser window or if the session times out. Therefore, we’ve put together a list of the types of information you will be asked to provide in your application, to make the process as simple as possible for applicants to complete in one sitting.

Information Requested for Cyber Catalyst 2020 Application:

- Brief company history
- Key sponsors/investors (if applicable)
- Annual revenues
- Company ownership
- Total number of company’s current customers
- Brief biographies for key company leaders or relevant product/service team
- Product/service name
- Brief description of product/service
- International regions in which product/service is available for deployment
- Number of customers using the product or service
- Typical customer profile (e.g. size, industry, geography)
- Avg size/duration of customer contract for product/service
- Description of mechanics and output of the product, including characteristics such as expected impact, efficacy, accuracy, signature update frequency, etc.
- Description of unique benefits /distinguishing factors
- Description of key components of cyber risk addressed by product/service
- Description of installation/implementation process
- Key product/service performance metrics
- Case studies, marketing materials and/or independent reviews/studies of the product/service

Changes to 2020 Application

The 2020 application has two main changes vs. 2019. First, participating insurers identified the top five cyber threats they see on the 2020 horizon: ransomware; privacy regulation/data collection and management; supply chain/vendor management risk; cloud migration/cloud management; and social engineering. The insurers are particularly interested in reviewing products which address these threats, and applicants will be asked to identify which, if any, of the top five threats the product addresses. However, the insurers will also review eligible products that address threats other than the top 5 risks.

The second change is the incorporation of Center of Internet Security (CIS) Controls V7.1 in the review process. Due to the volume of applications submitted in 2019, insurers expressed a desire for a method of organizing products during the review process. Thus applicants will be asked to identify which of the 20 CIS Controls best describes the primary capability of the product. For further information, please visit CIS Controls V7.1.

Again, thank you for your interest in Cyber Catalyst.