



# Cyber Catalyst<sup>SM</sup> 2020 Vendor Program Overview



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## Cyber Catalyst<sup>SM</sup> 2020 – Program Information for Vendors

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## Program Overview



- Marsh created the Cyber Catalyst<sup>SM</sup> program to assist organizations in making more informed choices about cybersecurity products and services to manage cyber risk.
- The Cyber Catalyst<sup>SM</sup> program brings together leading cyber insurers to evaluate and identify solutions they consider effective in reducing cyber risk, giving organizations greater clarity in an increasingly complex cybersecurity marketplace.
- Participating insurers will evaluate cybersecurity offerings that address major cyber risks 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.

## Program Overview

### **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:**

- ✓ Exposure to many of the leading insurers in the cyber insurance market.
- ✓ Wider product visibility in the cybersecurity market.
- ✓ Feedback loop from insurers against assessment criteria.

## Program Timeline – Online Vendor Application Open March 10 – May 15, 2020.

### Online Application

- Platform open **March 10–May 15, 2020**.
- Vendors complete online application via secure Marsh web-link for their specific product or service (limited to 2).
- Applications reviewed by insurers after initial categorization and eligibility screening.
- Participating insurers may hold preliminary interviews with candidates in this round to gain more information.
- Participating insurers vote on vendors moving to the finalist round.

### Insurer Evaluations

- Evaluation of vendor finalists commences following the application period.
- Insurers conduct interviews/presentations with vendor finalists, either live or via web-conference.
- Vendors required to fulfil any requests for further information.
- Insurers conduct any necessary follow-up meetings via web-conference.
- Insurers agree on final candidates.

### “Cyber Catalyst” Designations

- Cybersecurity solutions designated as “Cyber Catalyst” announced in **September 2020**.
- 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.

## 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 and at a multinational level.

### Eligible products and services must be:

- ✓ Able to demonstrably reduce cyber risk.
- ✓ Offered by firms willing to demonstrate their cybersecurity credibility and expertise and that of their principals.
- ✓ Deployment in an enterprise environment (as opposed to product or service concepts or prototypes) and multinational level.

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

## Top Five Threats and Loss Trends

For the 2020 cycle, the participating insurance carriers identified the top five cyber threats they see on the horizon:

- ✓ Ransomware.
- ✓ Privacy regulation/data collection and management.
- ✓ Supply chain/vendor management.
- ✓ Cloud migration/cloud management.
- ✓ Social engineering.

The participating carriers are particularly interested in reviewing products which address these threats, and applicants will be asked to identify which of the top five threats the product addresses.

The insurers will, however, also review products which address threats and concerns other than those specified above.

## Center for Internet Security (CIS) Controls V7.1

In the 2020 application, applicants will be asked to identify which of the 20 CIS Controls best describes the **primary** capability of the product. For further information, please download a copy of [CIS Controls V7.1](#).

Basic	Foundational	Organizational
<ul style="list-style-type: none"> <li>1) Inventory and Control of Hardware Assets</li> <li>2) Inventory and Control of Software Assets</li> <li>3) Continuous Vulnerability Management</li> <li>4) Controlled Use of Administrative Privileges</li> <li>5) Secure Configuration for Hardware and Software on Mobile Devices, Laptops, Workstations and Servers</li> <li>6) Maintenance, Monitoring and Analysis of Audit Logs</li> </ul>	<ul style="list-style-type: none"> <li>7) Email and Web Browser Protections</li> <li>8) Malware Defenses</li> <li>9) Limitation and Control of Network Ports, Protocols and Services</li> <li>10) Data Recovery Capabilities</li> <li>11) Secure Configuration for Network Devices, such as Firewalls, Routers and Switches</li> <li>12) Boundary Defense</li> <li>13) Data Protection</li> <li>14) Controlled Access Based on the Need to Know</li> <li>15) Wireless Access Control</li> <li>16) Account Monitoring and Control</li> </ul>	<ul style="list-style-type: none"> <li>17) Implement a Security Awareness and Training Program</li> <li>18) Application Software Security</li> <li>19) Incident Response and Management</li> <li>20) Penetration Tests and Red Team Exercise</li> </ul>

## 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 March 10<sup>th</sup> through April 10<sup>th</sup>), 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 has, the better.
- Differentiating features – distinguishing features of the product which set it apart from similar products

## Cyber Catalyst Online Resources

### **Online Application and More Materials**

Visit the [Cyber Catalyst<sup>SM</sup> pages](#) on Marsh.com

### **Questions**

Contact: [CyberCatalyst@marsh.com](mailto:CyberCatalyst@marsh.com)

## Disclaimer

The Cyber Catalyst<sup>SM</sup> designation is not a guarantee of performance or a certification of cybersecurity prevention or protection. The Cyber Catalyst designation reflects the consensus view of Cyber Catalyst<sup>SM</sup>-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 Catalyst<sup>SM</sup> designation is made solely by customers that purchase and/or use the product or service. Neither Marsh 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 or any participating insurer. Marsh 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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