



Get to Know Coalition: Underwriting Engine



Insurance underwriters have always relied on agents to gather data about their clients' cyber risk exposures. This process is cumbersome at best, especially for a peril as complicated and dynamic as cyber. Agents must work with clients to fill out pages of applications that ask about firewalls, incident response plans, password policies, and prior breaches. This requires a lot of back and forth, and the answers rarely if ever provide the whole picture of a business's risk profile. But with Big "I" Markets' cyber partner Coalition, underwriting gets a whole lot faster *and* smarter.

As an insurance company founded by a team of leading cybersecurity experts, Coalition brings comprehensive technical know-how to the assessment of cyber risk. They've built a sophisticated underwriting platform that is able to collect thousands of data points automatically with just a company's name and web address (no more forms - or even any need to research a client's cyber preparedness at all). All agents need to do is enter a company name and web address and Coalition does the rest, looking at the company the same way a real life adversary would in a way that no form could ever capture, from what vulnerabilities exist in the software an organization uses to whether they enable remote desktop (RDP) connections, and even whether their employees' email addresses and passwords have been compromised on the dark web.

Utilizing Coalition's underwriting engine, Big "I" agents can generate quotes, bind coverage, and even receive issued policies, all in under four minutes. Coalition's automated underwriting platform also allows any agent to generate a free cyber risk assessment alongside a quote, and to automatically tailor coverage to your client's company and unique risk exposures. Even more importantly, capturing the right data and analyzing it appropriately allows Coalition to provide superior limits, pricing and coverage for good risks.

Having the technical expertise to collect and understand data about cyber exposures is a big part of what sets Coalition apart. During Coalition's online quoting process, your client's network and web properties will undergo an automated risk assessment to identify known issues and potential weaknesses in their security posture. This information not only makes it possible for Coalition to deliver an accurate quote, it also provides valuable data that your customers can use to further strengthen themselves against the possibility of an attack. Once Coalition spots a company's cyber weaknesses, they share that information with you so that your clients can address issues and mitigate risk - which in turn can lower their premiums.

Coalition is changing the way companies manage cyber risk, utilizing technology to easily identify and assess risk, prevent attacks and losses before they occur, and quickly recover when all else fails. And in the process, they're making agents' jobs easier and faster.

To learn more about Coalition's mission to "solve cyber risk," and begin quoting business today, log into www.bigimarkets.com and select "Cyber Insurance - Coalition" from the commercial products menu. You may contact Big "I" Cyber Liability Program Manager Carla McGee directly with any questions, or to have her walk you through a quote, at carla.mcgee@iiaba.net or (800) 221-7917.

The product and eligibility may have been revised or discontinued since the original article was written. Review the Information page for each product on Big "I" Markets for current content and instructions.



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Coalition Cyber Program Update: Upon finalizing a Coalition cyber quote, a Specimen Policy specific to the quote, and the Cyber Risk Assessment now populate automatically as separate PDFs. Agents no longer need to request a copy of the assessment.