Cyber Chat with Carla McGee

Big "I" Markets agents have access to unique resource - a dedicated cyber liability program manager, Carla McGee.

We asked Carla to share a few FAQs she's seeing in the field.

How can Coalition help my agency comply with NYDFS?
The final phase of The New York Department of Financial Services Cybersecurity regulation took effect 3/01/2019. To assist policyholders subject to this regulation, Coalition developed a compliance spreadsheet listing the pertinent technical and administrative details required under the rules as well as how Coalition's services help with those rules. Policyholders can request a copy of the spreadsheet by contacting Coalition directly.

Do you have cyber claim examples I can share with my clients?
Coalition's engineering team is hard at work to help policyholders prevent security incidents from occurring. But should the worst happen, Coalition's incident response team is standing by and can immediately help policyholders recover. With Coalition, policyholders don't have to waste precious time coordinating between insurance companies and their third-party vendors. Coalition claim examples can be found on the Coalition Underwriting & Coverage page in Big "I" Markets under Product Resources. See testimonials from Coalition policyholders and brokers following real incidents and claims.

A cyber policy I read "indemnifies" the insured for Cyber Extortion whereas Coalition's policy advised they "pay on behalf of" the insured. Which is more beneficial to the policyholder?

According to The Cost of Malicious Cyber Activity to the U.S. Economy 2018 report, malicious cyber activity is a growing concern for both the public and private sectors. The FBI's Internet Crime Complaint Center reported 17,146 extortion-related complaints were received in 2016 with adjusted losses of over $15 million. When a business of any size suffers a cyber incident such as Cyber Extortion, how will their cyber policy respond? If the carrier indemnifies the policyholder, then the policyholder must have available potentially thousands of dollars to pay the ransom upfront.

What if the ransom is requested in Bitcoins or other virtual currency? Will your policyholder be able to obtain these types of funds? Will the carrier indemnify the policyholder for virtual currency? If your client is a Coalition policyholder, then no worries! Coalition pays on behalf of the policyholder for Cyber Extortion in the form of money, securities, Bitcoin, or other virtual currencies. Coalition also pays on behalf of the insured for other important first party coverages such as Funds Transfer Fraud, PCI Fines & Penalties and Digital Asset Restoration.

You can reach out to McGee with all of your cyber coverage questions or concerns, or to learn how to offer efficient bulk quoting for your entire commercial book. Email carla.mcgee@iiaba.net.

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.