



Information Technology Made Easy



PREPARE FOR THE NEW  
CYBER INSURANCE REQUIREMENTS



# WHO IS EZ MICRO?

- We provide IT services to businesses in the Lehigh Valley
- In business 30 years
- Provide IT support for businesses from few users to hundreds
- Our service focused culture is what makes us different
- We take care of our employees, so they take care of our clients

# WHO IS EZ MICRO?

- We are your outsourced IT Department
  - Helpdesk
  - IT Security
  - Data backup
  - Proactive reviews and monitoring
  - Technology advisory and consulting
  - Project services

# WHO IS EZ MICRO?

- We supplement your IT Department
  - Project services
  - Proactive reviews and monitoring
  - Enterprise grade tools and services
  - Security services and monitoring
  - Consulting and advisory services



WHY ARE CYBER INSURANCE POLICIES  
REQUIRING SO MUCH IT SECURITY?





WHY ARE CYBER INSURANCE POLICIES  
REQUIRING SO MUCH IT SECURITY?

**BECAUSE INSURANCE COMPANIES  
ARE LOSING MONEY**



# WHY IS THIS HAPPENING?



COSTS INCREASING



INADEQUATE CYBER  
SECURITY

# EMAIL COMPROMISE COSTS INCREASING

## Business Email Compromise

- What is Business Email Compromise?
- How do they steal money?
- How can you protect yourself?
  - Turn on Multi Factor Authentication (MFA)
  - Use a VPN when on an internet connection that is not yours
  - Get alerts when a forwarding rule is added



COSTS  
INCREASING



# RANSOME COSTS INCREASING

## Ransomware

- What if you came into work and everything was down?
- How long does it take to recover?
- How much does it cost?
- How can you protect yourself?
  - Link filtering on your email protection
  - Cyber Security Awareness Training
  - Next-Gen Anti Virus software



**COSTS  
INCREASING**

# RECOVERY COSTS INCREASING

## What happens after an attack?

- Forensics costs
- Recovery/Rebuild costs
- Loss of business costs



**COSTS  
INCREASING**

# INADEQUATE CYBER SECURITY

What is common in most businesses:

- Users are not aware
- Passwords are weak and never change
- Recommendations to enable MFA are ignored because they are inconvenient.
- Remote users are not secured
- People think Anti-Virus software is all they need



INADEQUATE  
CYBER  
SECURITY



WHAT ARE INSURANCE COMPANIES  
DOING ABOUT THIS PROBLEM?



# STANDARDS ARE TIGHTENING

- Underwriters are tightening the standards
- IT Security Assessments
- They are getting more stringent every year

# RENEWALS ARE BEING DENIED

- Lack of IT Security is not just a price increase anymore
- A denial can make it harder to get coverage

# PRICES ARE GOING UP

- Prices have gone up 92% in just the last two years



WHAT SHOULD YOU DO?





# 3 THINGS YOU SHOULD DO?



MAKE SURE YOU  
GET COVERAGE



PREPARE TO GET OR  
RENEW COVERAGE



AVOID BECOMING A  
VICTIM

# MAKE SURE YOU GET COVERAGE

- If anyone ever tells you that you are 100% secure and tries to guarantee that, don't believe them. You need to have Cyber Insurance as a last line of defense.
- The skill of the “hacker community” is so strong that if they really want to get in, they will.



MAKE SURE  
YOU ARE  
COVERED

# PREPARE FOR COVERAGE

- It is important to answer the assessments accurately, so you get covered if an event does happen.
- You don't want to get denied for coverage. The next insurance company will ask you if you have been denied coverage before.



PREPARE TO  
GET OR  
RENEW  
COVERAGE

# WHAT QUESTIONS DO THEY ASK

- 5 Most Common Questions (There are many more)
  1. Do you have MFA on your email?
  2. Do you have backups and have they been tested?
  3. Do you have Endpoint AV on all computers and is it up to date?
  4. Do you have a written breach response plan?
  5. Do you have a firewall with ACTIVE protection?



PREPARE TO  
GET OR  
RENEW  
COVERAGE

# AVOID BECOMING A VICTIM

Don't believe these common myths:

1. My IT provider has me covered; I don't need to worry.
2. I don't have anything that a hacker would want.
3. I'll take my chances; security is just too inconvenient.

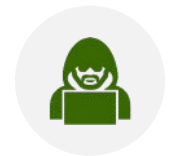


AVOID  
BECOMING  
A VICTIM

# RECOMENDATIONS

Many attacks are preventable. Reduce your risk.

1. Invest in your IT Security, it is much cheaper than a compromise.
2. Have a 3<sup>rd</sup> Party analyze your network for vulnerabilities.
3. Make sure you users are trained to know what to look for.
4. Make sure your IT team is providing services designed to prevent cyber security attacks, ask questions.



AVOID  
BECOMING  
A VICTIM

WE WANT TO HELP

## **Handout for the Event**

- 10 Things You Can Do To Help Your Cyber Insurability
- 8 Things To Watch Out For In Your Cyber Policy

WE WANT TO HELP

## **Special Offer For This Event**

- Third-party vulnerability scanning security assessment
- Cyber insurance readiness assessment

**This service is valued at \$2000 and we are offering this at no cost to businesses attending this event.**





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