



# How can we help?

## WINNING WITH AIG



As one of the largest and most experienced cyber insurance teams in the Irish market, we have a broad risk appetite to support our brokers in this rapidly expanding space. To help our brokers win and retain more business with AIG, here are some of our underwriting sweet spots and market differentiators, along with some of our Cyber insurance team dedicated to help you.

### Cyber Underwriting Sweet Spots



#### CyberEdge®

Our core Cyber product:

- 1<sup>st</sup> Party Costs + market leading event management services (first response, legal, IT, data restoration, public relations, notification costs, etc.)
- 3rd Party Liabilities
- Cyber Extortion
- Network Interruption
- Digital Media Liability
- GDPR Investigations



### Preferred Clients

Very broad underwriting appetite for cyber risks across profession, occupation, client segment and geographies

- ✓ Nearly all industry sectors
- ✓ Businesses of all sizes from SMEs (Rapidcover) to large multinationals

### AIG Cyber Differentiators



#### Proactive Risk Management

- A range of complimentary services where annual premiums are €5,000 or more.
- Includes vulnerability scanning, malicious IP blocking, cyber prevention training.
- Helps prevent a cyber loss from happening in the first place.



#### Cyber Expertise

- One of the largest cyber insurance teams in Ireland.
- Deep experience underwriting cyber risks and handling cyber claims.
- Enables us to deliver high quality advice and support to brokers.



#### Global Capabilities

- We can issue cyber insurance policies in over 60 countries around the world.
- Strong support for brokers' multinational and international clients.
- Successful track record tailoring cyber cover for their specialist requirements.



#### Nipping in the Bud

- Tried and tested "First Response" immediate IT, forensic and legal help after a breach.
- 1-hour response to help mitigate clients' losses as early as possible.
- No policy retention for "First Response".



#### Smart Cyber Application

- Smart cyber proposal form adapts to clients' sector, size, and cyber exposures.
- Generates immediate summary report of the client's cyber maturity.
- More detail post-bind including cyber risk scores, scenario likelihoods and priorities.

### Our Cyber Team

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