

Cyber Risk

Ransomware Readiness Workshop



Our approach to cyber risk:

“ Marsh can help you understand, measure and manage cyber risk.

Ransomware Readiness Workshop

Ransomware attacks are escalating, with more frequent and sophisticated attacks being seen globally in the past year.

Whilst prevention is key, it is equally important that organisations are **ready to respond** in the event a ransomware attack succeeds.



Key Objectives

Our Ransomware Readiness Workshop is designed to help your organisation understand from an insurance perspective:

- ✓ The evolving ransomware landscape and claims trends unique to your industry that we see here at Marsh
- ✓ The roles and responsibilities of external and internal participants, and how that aligns with the insurance process
- ✓ The lifecycle of a ransomware claim and common pain points to avoid in order to maximise recovery under your policy
- ✓ Your decision making framework, including whether to engage or not engage with the threat actor group and pay or not pay the ransom demand.
- ✓ Any procedural deficiencies in your pre, during and post ransomware response plan
- ✓ Our insight to help your organisation avoid response paralysis and recover quickly from a ransomware attack



Who Should Attend?

We recommend up to ten people attend the workshop. Ideally, it will involve all the key decision makers within your organisation in the event of a ransomware incident. We have often been advised by our clients that the following attendees have benefited greatly from the workshop:

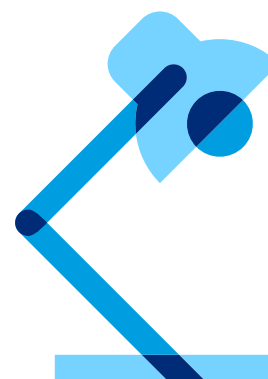
- ✓ Insurance/ risk manager
- ✓ Legal counsel
- ✓ Chief information security officer
- ✓ IT and management personnel
- ✓ Member(s) of your board

RANSOMWARE AS A CASE STUDY

Have you always wondered:

- How does your policy respond to a ransomware claim?
- Who makes the decision to pay or not pay the ransom demand?
- What assistance is available to negotiate with the threat actor demanding a ransom to be paid?
- What is the due diligence process before making payment of a ransom demand?
- What technical assistance is available in any recovery process?

Utilising ransomware as a case study, Marsh will take you through a ransomware flowchart, summarising key client considerations throughout a potential incident and steps to resolution – ensuring you feel confident with how your organisation and insurance policy would respond should an incident arise.





Scope of Work and Pricing

Inclusion	Ransomware Readiness Workshop	Ransomware Readiness Workshop Tailored
Preliminary scoping call	✗	✓
Cyber risk in context	✓	✓
Preparing for a ransomware attack	✓	✓
Incident response process	✗	✓
Vendor panel pre-approval	✗	✓
Ransomware case study	✓	✓
Decision making framework	✓	✓
Maximising recovery of costs under policy	✓	✓
Time required	1.5 hours	3 hours



Marsh Contact

Marsh Advisory | Cyber Risk Consulting

For more information about how you can benefit from our services, please contact your Marsh Risk Advisor.



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WHY MARSH

As experts in enterprise and cyber risk, we help you take an enterprise wide, scalable approach in building your cyber resilience.

Together, we identify your risks, and develop a best-for-you program and team of partners to help manage it.

Informing your approach and decision-making process with our 25 years of cyber expertise and data-driven insight.

So that your path to cyber resilience is more productive and predictive; and your outcomes are more efficient and effective.





About Marsh

[Marsh](#) is the world's leading insurance broker and risk advisor. With over 45,000 colleagues operating in 130 countries, Marsh serves commercial and individual clients with data-driven risk solutions and advisory services. Marsh is a business of [Marsh McLennan](#) (NYSE: MMC), the world's leading professional services firm in the areas of risk, strategy and people. With annual revenue over \$20 billion, Marsh McLennan helps clients navigate an increasingly dynamic and complex environment through four market-leading businesses: [Marsh](#), [Guy Carpenter](#), [Mercer](#) and [Oliver Wyman](#). For more information, visit [mmc.com](#), follow us on [LinkedIn](#) and [Twitter](#) or subscribe to [BRINK](#).

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