

Benefits

- **Gain expertise:** Leverage Guidewire's data listening and cyber-threat modeling expertise. Get instant access to data and models that are unavailable to traditional P&C insurers.
- **Save time:** Streamline existing insurance workflows such as underwriting, pricing, and monitoring portfolio health.
- **Grow your business:** Use insights to improve risk selection, protect profitability, and develop new cyber-products.

Features

- **Data listening:** Collect technical and behavioral threat data from 400+ sources and 1,000+ data points in real time. Get a complete view of target companies and portfolios.
- **Risk modeling:** Model the frequency and severity of cyberattacks with accuracy. Easily see which companies are at risk for a cyberattack.
- **Granular insights:** Get personalized risk factors and dynamic loss analysis for companies, portfolios, industries, and more. Use insights to power underwriting and risk management.

Guidewire Cyence

Accurately measure the financial impact of cyber risk for businesses.

The threat of a cyberattack increases by the day. To protect your business, Guidewire Cyence provides a cyber-risk economic modeling product that helps P&C insurers accurately measure the financial impact of cyber risk on their customers.

Insurers Struggle with Cyber Insurance

The frequency and severity of cyberattacks increase every year. In 2020 alone, 66% of small businesses in the United States experienced a cyberattack,¹ with the average payout for a ransomware attack as high as \$178K.² That number increased to over \$1M for large enterprises.³

Yet it's nearly impossible for P&C insurers to access and quantify cyber risks. This is very new terrain for P&C insurers, with many challenges to offering profitable cyberinsurance products.

Because cyberattacks are a recent phenomenon, there's a lack of data. This isn't like selling earthquake or flood insurance, where there are centuries of historical data to draw from. Moreover, the market is evolving quickly with new cyber threats literally every hour. Without good data and cyber-industry expertise, insurers can't accurately model cyber threats. Limitations such as these prevent P&C insurers from developing and underwriting products to address cyber threats.

More than ever, companies need cyber insurance to protect themselves from the losses that will inevitably come from cyberattacks. To address this need, we offer Guidewire Cyence — providing the data, models, and cyber expertise to help P&C insurers accurately quantify cyber threats for enterprises, small businesses, and individuals.

1. Larry Ponemon, "Cyberattacks on SMBs rising globally, becoming more targeted and sophisticated," Ponemon Sullivan Privacy Report (December 16, 2019), <https://ponemonsullivanreport.com/2019/12/cyberattacks-on-smbsrising-globally-becoming-more-targeted-and-sophisticated/>.
2. Coveware, "Ransomware Attacks Fracture Between Enterprise and Ransomware-as-a-Service in Q2 as Demands Increase," Coveware Quarterly Ransomware Report (August 3, 2020), <https://www.coveware.com/blog/q2-2020-ransomware-marketplace-report>.
3. Ibid.

“After conducting a review of data analytics services available in the market, we found that Guidewire Cyence’s data science capabilities and engineering expertise offered us the best solution to address the challenges of today’s data-driven world.”

—Adam Rich
Head of Underwriting Technology
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Introducing Guidewire Cyence

Guidewire Cyence is a cyber-risk economic modeling product that helps P&C insurers accurately measure the financial impact of cyber risk on their customers. Here’s how it works:

1. Cyence captures a vast universe of data available about cyber threats. This includes technical and behavioral data about companies, cyberattack events, and losses. The data comes from more than 400 sources, including public data, open-source data, proprietary data, and third-party data. Using this “data listening” process, Cyence scours the web and collects cyber-threat data that is unavailable to traditional P&C insurers.
2. Cyence curates and makes sense of the data. Through sophisticated AI and machinelearning statistical modeling — refined through years of deep P&C and cyber-domain expertise — Cyence extracts meaningful signals from the noise. P&C insurers would not be able to do this on their own due to the lack of cyber-threat data and accurate AI/ML modeling trained over the years.
3. Cyence produces non-obvious data and insights. The generated reports accurately predict the likelihood of, and quantify the economic impact of, cyberattacks on a target company or individual. This enables P&C insurers to accurately underwrite, price, and create model accumulation as well as develop cyber insurance products. Furthermore, P&C insurers can embed these analytics and insights into their existing insurance workflows to save time, deliver great customer service, and maximize profits.

Use Guidewire Cyence for Underwriting and Enterprise Risk Management

Cyence produces insights that help P&C insurers quantify and measure cyber risks for their customers. For example, reports can show the maximum loss due to cyber risk for a particular individual, company, or portfolio of companies with different insurance products. Here are four popular use cases.

- **Underwriting:** P&C insurance underwriters use Cyence to augment underwriting with insights on technical, behavioral, and accumulation factors. Furthermore, low-risk submissions can be automated through existing guidelines. This improves risk selection and the efficiency of the underwriting process.

Cyence is vital for insurers that need to evaluate portfolio health through accumulation risks and loss analyses. Insurers can customize scenarios to test hypotheses and manage accumulation risk, helping them monitor portfolio health and avoid portfolio losses.

- **Pricing:** Insurers use Cyence to address pricing adequacy at the individual, company, and portfolio risk levels. They can modify target pricing and reduce credit allowance for the riskiest declines. With Cyence, insurers can protect profitability with more granular pricing, correct pricing discrepancies, and optimize capital usage.
- **Accumulation:** Non-intentional cyber threats (such as service provider outages, software vulnerabilities, and payment processor interruptions) also pose a risk to businesses. Cyence is vital for insurers that need to evaluate portfolio health through accumulation risks and loss analyses. Insurers can customize scenarios to test hypotheses and manage accumulation risk, helping them monitor portfolio health and avoid portfolio losses.
- **Product development:** With insights from Cyence, insurers can develop new cyber insurance products and go-to-market strategies. They'll be able to grow their business by launching new products that capitalize on cyber trends.

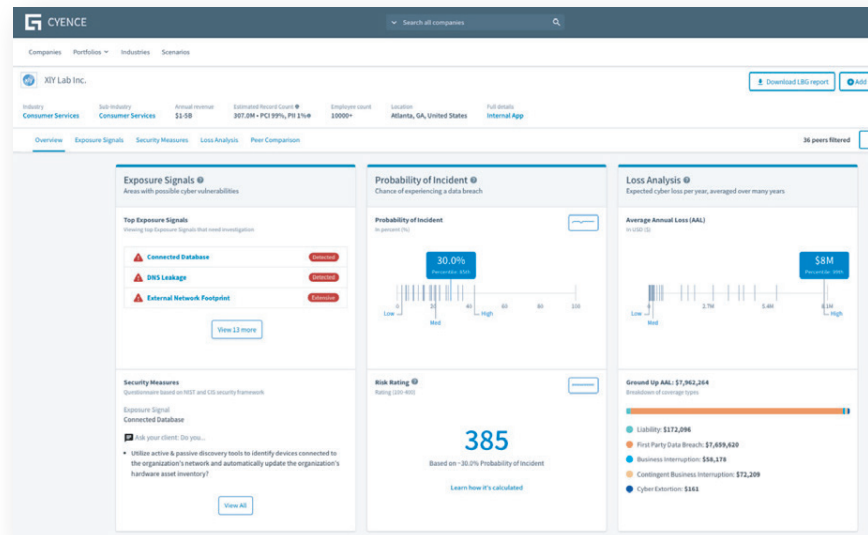


Guidewire Cyence has a modern, user-friendly UI that enables you to quickly digest the information you need for your job. You can download reports as PDFs and send them to your clients to make them aware of their cyber-risk factors.

Understand Exposure Signals and Loss Analysis

Guidewire Cyence has a modern, user-friendly UI that enables you to quickly digest the information you need for your job. You can download reports as PDFs and send them to your clients to make them aware of their cyber-risk factors. We also provide an API so that you can plug this information into your internal systems to speed up workflows. Here are the categories of insights that Cyence offers:

- Overview: View a summary of exposure signals, probability of an incident, and loss analysis.
- Exposure signals: See top positive and negative risk factors for a cyber incident.
- Security measures: Make insights more actionable by asking your client to mitigate security risks.
- Loss analysis: Estimate ground-up losses, average annual loss, and probability for paying a loss for cyber incidents.
- Peer comparison: See how a target company's cyber risk compares with an industry peer group.



Guidewire is the platform P&C insurers trust to engage, innovate, and grow efficiently. We combine digital, core, analytics, and machine learning to deliver our platform as a cloud service. More than 500 insurers, from new ventures to the largest and most complex in the world, run on Guidewire. For more information, contact us at info@guidewire.com.