



## Cyber Liability Insurance for Education Organizations

In the ever-evolving and increasingly-global cyber security world, it is essential to protect your students, your staff, and your organization. The USI Insurance Services Education team brings decades of experience to identify and address the myriad of complex cyber-related exposures and deliver thoughtful, specific insurance solutions for the education sector.

### WHAT DOES CYBER INSURANCE COVER?

Ransomware Payments and Costs	Notification Costs	Privacy Regulatory Fines & Penalties	Forensic Accounting Costs
Third Party Liability due to Breach	Loss of Income by School District or ESA	Reputation & Public Relation Expenses	Data/Software Restoration Expenses



- 690 Cyber incidents in the education sector since January of 2016.
- 61 school districts have experienced more than one incident in that time period
- 50% of students and teachers use PC devices on campus
- Education had the highest “click rate” on phishing scams out of any industry
- Average notification cost per record in Education is \$245

### USI's AESA CYBER INSURANCE PROGRAM

USI has negotiated and structured a market leading program specific to the exposures AESA members and their school districts face:

- **Per student rating structure**
- **Vulnerability scan of digital environment**
- **Suite of free cyber security services including Ransomware Prevention software, Denial of Service (DoS) Mitigation Tool, Credential Monitoring, etc.**
- **Best-in-class coverages including both 1<sup>st</sup> and 3<sup>rd</sup> party insurance protections.**
- **Claims management team led by former Government Intelligence Cyber officers.**

### WHY ARE ESAs and SCHOOLS AT RISK?

- Personal Identifiable Information (PII) housed for students and staff include medical, social security, and financial information.
- IT/Security budgets are limited
- PII for minors is viewed as high-value for malicious attackers
- Access to school budgets and funds
- School district dependency on network continuity
- Limited cyber training and experience for teachers and staff

# USI's Insurance Brokerage Model



## Focusing on:

- Relationships
- Service excellence
- Flexible solutions
- Long-term goals
- Commitment to community

*We combine  
the resources of a global  
provider with outstanding local  
service to provide the most  
value to our clients.*

## Offering:

- Market leverage
- Intellectual capital
- In-depth talent
- Deep carrier relationships
- World-class technology

## THE USI ONE ADVANTAGE<sup>®</sup>

In order to thoroughly analyze and address our clients' business issues and challenges, our *Industrial and Manufacturing Risk Management* team leverages the power of the USI ONE Advantage<sup>®</sup>, a fundamentally different approach to risk management. The USI ONE Advantage<sup>®</sup> integrates proprietary business analytics with a network of local and national technical experts in a team-based, consultative planning process to evaluate a client's risk profile and identify targeted solutions, yielding specific, tailored recommendations for improving their total cost of risk.

The USI ONE Advantage<sup>®</sup> sets us apart as one of the industry's leading middle-market brokerage and risk management firms.

**O: Omni Knowledge Engine** — Omni is a one-of-a-kind, proprietary solutions platform that enables us to define, compare, understand and quantify the potential impacts that various options and approaches can have on clients' risk management programs and bottom line. The Omni tool was built in-house and is based upon knowledge gleaned from decades of experience helping clients design, implement and maintain strategic insurance and risk management programs, as well as upon the expertise of USI's 6,000+ industry professionals.

**N: Network** — As our organization has grown, we have consistently and continuously invested in local resources and technical expertise. Today, with over 6,000 closely-linked professionals in our national network, we are able to bring clients unparalleled capabilities, integrated account teams and specialized, industry-specific knowledge. Our local and regional experts ensure account team availability, hands-on service, and ongoing, diligent delivery and follow-through, while the specialist resources accessible through our national network enable us to provide uniquely insightful, targeted and customized consulting.

**E: Enterprise** — Our enterprise planning is disciplined, focused, deeply analytical and centered on our clients' business issues and challenges. Highly-consultative team meetings integrate Omni analytics with our broad resource network to support associates in building a risk management strategy aligned with your business needs. This process has proven to be exceptionally effective in identifying, quantifying and eliminating clients' risk exposures.