

Encore Presentation! + Taming the Bogeyman: How to Use Cyber Insurance to Better Secure Your Clients



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CLEAR
GUIDANCE
PARTNERS

STRATEGY + TECHNOLOGY



FIFTHWALL
S O L U T I O N S

CYBER INSURANCE SIMPLIFIED

- **Access to more carriers than anyone**
- **Better access means better savings**
 - **You are the hero**
- **Better access means more opportunity to cross sell your solutions to fit**

Why Every MSP Needs Cyber Insurance?

Help your clients address their risk

Align cybersecurity controls to insurance requirements



Education Matters

Get Access to Cyber Insurance MSP Kit

Don't know how to talk cyber insurance?

We're here to help

- **Partner portal**
- **Client-facing webinars**
- **We speak MSP**

Trunk Slammers Hate this One Trick

- **Build a product catalog (Cyber Defense Matrix)**
 - Bundle as much as you can
- **Build insurance reviews into your QBRs**
 - Policy expiration date
- **90 days out from renewal – sell sell sell**



Dustin Bolander,
CEO/Co-Founder



Leverage Your Full Stack through Your Clients through Cyber Insurance

**Meet minimum carrier requirements while delivering a
Comprehensive CyberSecurity Solution**

- 1. Full rollout of MFA**
- 2. Segregated Backups**
- 3. EDR & NGAV**
- 4. Patching & Vulnerability Management**
- 5. Awareness Training for Employees**

Thank you for Attending - Scan the Code!

Early Access

- A Guide to Introduce Cyber Insurance to your clients
- 5 Security Control Sales Sheet
- 2023 Game Plan



Come on, you can trust us ;)