Cyber Speed Debates 2.0
CYBER SPEED DEBATES 2.0

MODERATOR:

Jake Kouns, Director, Cyber Security and Technology Risks Underwriting, Markel

PANELISTS:

Roberta Anderson, Esq., Partner, K&L Gates LLP
Brian J. Branner, Executive Vice President, RiskAnalytics, LLC
Michael Carr, Senior Vice President, Argo Pro
Bill Hardin, Co-Chair Global Data Privacy and Incident Response, Navigant
Stacey L. McGraw, Esq., Partner, Troutman Sanders LLP
Paul Miskovich, Senior Vice President, Cyber/Tech Product Manager, AXIS Insurance
Overview

• The session will consist of 3 speed debates on Cyber Liability topics
• Two teams comprised of 3 members on each team.
• Each team will be comprised of similar team skills:
  – Underwriting
  – Legal
  – Risk Management
# Teams

### Team 1

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<tr>
<th>Name</th>
<th>Title</th>
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<tbody>
<tr>
<td>Roberta Anderson</td>
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### Team 2

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Debate Topics

1. Cyber Liability Coverage
   – 1\textsuperscript{st} party, 3\textsuperscript{rd} party, Fines, Terms, Exclusions

2. Underwriting
   – Process, applications, pricing, controls & data review

3. Cloud Computing
   – Cloud Service Providers, Exposures, Trends
Debate Format

• A statement will be read by the moderator.
• Then each team will be told which position they will support.
• One team will support the statement, the other team will oppose the statement.
• Each team will be given 1 minute to get organized as a team and determine who will be speaking.
• Each member of the team will have to speak and can only speak one time per topic.
Debate Process

• Format for each debate (15 minutes):
  – Team 1 - Initial Statement - 3 minutes
  – Team 2 - Initial Statement - 3 minutes
  – Team 1 - Rebuttal - 2 minutes
  – Team 2 - Rebuttal - 2 minutes
  – Team 1 - Closing Statement - 1 minute
  – Team 2 - Closing Statement - 1 minute
  – Audience determines who won the debate
Disclosure

• It is important to point out that the panelists did not know what the debate questions were ahead of time and have had no time to pre-plan their responses.

• Panelists may be asked to argue for a side or represent a viewpoint that is not accurate with their own views or that of their organization.

• Please note this is for educational purposes only.

• Please do not quote any panelist without their approval.
Cyber Speed Debates

ARE WE READY?
Debate #1 - Statement

RECENT ENHANCEMENTS TO CYBER LIABILITY POLICIES SUCH AS ADDING BI/PD AND OTHER BELLS AND WHISTLES ARE REALLY JUST GIMMICKS AND NOT MEANINGFUL OR REQUIRED COVERAGE PARTS FOR INSUREDS.
Debate #1

TEAM PLANNING

RECENT ENHANCEMENTS TO CYBER LIABILITY POLICIES SUCH AS ADDING BI/PD AND OTHER BELLS AND WHISTLES ARE REALLY JUST GIMMICKS AND NOT MEANINGFUL OR REQUIRED COVERAGE PARTS FOR INSURED.

• Timer 1 min insert here
Debate #1

Team 1
Initial Statement

- Timer 3 min insert here

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Team 2
Initial Statement

• Timer 3 min insert here
Debate #1

Team 1
Rebuttal

- Timer 2 min insert here

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Debate #1

Team 2
Rebuttal

- Timer 2 min insert here

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Team 1

Closing Statement

- Timer 1 min insert here

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Debate #1

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Team 2

Closing Statement

- Timer 1 min insert here
Cyber Speed Debate #1

DETERMINE WINNER

Insert Applause Meter Here
CARRIERS MAKE THE CYBER LIABILITY UNDERWRITING PROCESS TOO DIFFICULT AND IN THE END IT PROVIDES LITTLE VALUE WHEN TRYING TO TRULY PRICE AND EVALUATE THE RISKS.
Debate #2

Team Planning

CARRIERS MAKE THE CYBER LIABILITY UNDERWRITING PROCESS TOO DIFFICULT AND IN THE END IT PROVIDES LITTLE VALUE WHEN TRYING TO TRULY PRICE AND EVALUATE THE RISKS.

- Timer 1 min insert here
Debate #2

Team 2

Initial Statement

CARRIERS MAKE THE CYBER LIABILITY UNDERWRITING PROCESS TOO DIFFICULT AND IN THE END IT PROVIDES LITTLE VALUE WHEN TRYING TO TRULY PRICE AND EVALUATE THE RISKS.

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Debate #2

Team 1
Initial Statement

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• Timer 3 min insert here
Debate #2

Team 2
Rebuttal

• Timer 2 min insert here

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Debate #2

Team 1
Rebuttal

- Timer 2 min insert here

**Team 1**
- Support

**Team 2**
- Oppose

CARRIERS MAKE THE CYBER LIABILITY UNDERWRITING PROCESS TOO DIFFICULT AND IN THE END IT PROVIDES LITTLE VALUE WHEN TRYING TO TRULY PRICE AND EVALUATE THE RISKS.
Debate #2

Team 2 Closing Statement

- Timer 1 min insert here

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Team 1
Closing Statement

• Timer 1 min insert here
Cyber Speed Debate #2

DETERMINE WINNER

Insert Applause Meter Here
Debate #3 - Statement

THE FEARED SYSTEMIC RISK ASSOCIATED WITH THE CLOUD IS COMPLETELY OVERBLOWN. WHEN ORGANIZATIONS USE CLOUD SERVICES IT ACTUALLY PROVIDES THEM MUCH BETTER SECURITY CONTROLS.

Team 1: Oppose
Team 2: Support
Debate #3

Team Planning

THE FEARED SYSTEMIC RISK ASSOCIATED WITH THE CLOUD IS COMPLETELY OVERBLOWN. WHEN ORGANIZATIONS USE CLOUD SERVICES IT ACTUALLY PROVIDES THEM MUCH BETTER SECURITY CONTROLS.

• Timer 1 min insert here
Debate #3

Team 1
Initial Statement

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• Timer 3 min insert here
Debate #3

Team 2
Initial Statement

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Debate #3

THE FEARED SYSTEMIC RISK ASSOCIATED WITH THE CLOUD IS COMPLETELY OVERBLOWN. WHEN ORGANIZATIONS USE CLOUD SERVICES IT ACTUALLY PROVIDES THEM MUCH BETTER SECURITY CONTROLS.

Team 1

Rebuttal

• Timer 2 min insert here
Debate #3

Team 2
Rebuttal

- Timer 2 min insert here

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Debate #3

THE FEARED SYSTEMIC RISK ASSOCIATED WITH THE CLOUD IS COMPLETELY OVERBLOWN. WHEN ORGANIZATIONS USE CLOUD SERVICES IT ACTUALLY PROVIDES THEM MUCH BETTER SECURITY CONTROLS.

Team 1
Closing Statement

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THE FEARED SYSTEMIC RISK ASSOCIATED WITH THE CLOUD IS COMPLETELY OVERBLOWN. WHEN ORGANIZATIONS USE CLOUD SERVICES IT ACTUALLY PROVIDES THEM MUCH BETTER SECURITY CONTROLS.

Team 2
Closing Statement

• Timer 1 min insert here
Cyber Speed Debate #3

DETERMINE WINNER

Insert Applause Meter Here
Closing Remarks

- Cyber Liability Coverage
- Underwriting Process
- Cloud Exposures
PLUS CONFERENCE

Cyber Speed Debates 2.0

Jake Kouns
Roberta Anderson
Bill Hardin
Paul Miskovich
Stacey McGraw
Brian J. Branner
Michael Carr