

Taming Cyber Insurance Costs Against Ransomware Volatility

Cyber insurers price premiums high when they lack visibility of the risk exposure and/or lack confidence in a company's ability to prevent or mitigate the risk. Foremost on insurers' minds is ransomware, and this is where Halcyon is recasting convention for both companies and their insurers.

Halcyon is the first security solution purpose-built to maintain operational uptime and prevent data extortion that drives high premiums & insufficient risk transfer.

Only the Halcyon Anti-Ransomware Platform can deliver 360-degree ransomware controls: ransomware-focused prevention and behavioral detections, interception of the encryption key material for autonomous decryption, and data exfiltration prevention (DXP) in a single offering.

Halcyon reduces ransomware attack response periods from days or weeks to just hours and is backed by our ransomware warranty.

DAMPENING RANSOMWARE FREQUENCY AND SEVERITY

The Verizon DBIR found that ransomware attacks now account for one-third of all corporate data breaches, and RISK & INSURANCE reported that the median ransom payment skyrocketed to \$6.5 million in 2023, a surge of 500% from the year prior. Although it is prolific, ransomware is a unique threat, and every major ransomware attack in the news has involved attackers bypassing leading EPP and EDR solutions. Halcyon has developed a unique approach to defeating costly ransomware and data extortion attacks through:

- **Ransomware Prevention:** Halcyon is the only vendor with AI/ML models trained specifically on ransomware to stop even unknown variants from executing.
- **Encryption Key Intercept:** Only Halcyon can intercept the encryption key as ransomware executes and autonomously decrypt impacted files and systems.
- **Exfiltration Prevention:** Halcyon DXP prevents mass data exfiltration across the entire organization so you will never pay a data extortion ransom demand.

THE HALCYON DIFFERENCE:

- ZERO Halcyon customers listed on ransomware data leaks sites.
- ZERO ransoms paid to restore systems for 200+ enterprise clients.
- ZERO bypasses of our agent, zero data exfiltrated, zero infections.

COSTS OF RANSOMWARE

- Up to 60% of costs are owing to extortion, while incident response account for up to 40%.
- The average victim downtime is 22 days.
- Ransomware IR costs for a large enterprise average \$5.1M per incident.

BREACHES & INCIDENTS

- Over one-third of all attacks involved ransomware.
- 51% of attacks now appear to use double extortion - where threat actors encrypt AND exfiltrate data to extort you.
- 95% Growth YoY - more than 4,300 reported incidents in the USA in 2023 and only ~20% are reported!

THE SEVERITY OF CLAIMS

- Ransomware is the most common cyber insurance claim type, averaging ~29%.
- Cost of claim is 300% higher when DFIR recovery is initiated.
- From 2022 - 2023 claim severity rose 117%.
- Average increase in ransom demand to \$1,600,000 USD.

HALCYON CAN NET YOU SAVINGS ON YOUR CYBER INSURANCE

The Halcyon Anti-Ransomware Platform not only eliminates costly operational downtime, incident response periods, and legal or regulatory actions stemming from the loss of sensitive data, it can garner your organization significant savings on skyrocketing and volatile cyber insurance premiums.

Most insurance premium discounts are nominal and tied to a particular class of security control like EDR or MFA. Notably, Halcyon is **the only named vendor solution on the market** that can meaningfully cut the cost of your organization's cyber insurance premiums, enhance the quality of your coverage, and contain unpredictable ransomware-driven price increases.

How's that? Because Halcyon's proven efficacy reduces the cost of claims and thus arms insurers with the confidence to assess and price cyber policies favorably for companies that deploy our anti-ransomware risk control solution.

Insurers are willing to reward companies which have provably effective cyber controls because the more effective the anti-ransomware controls are, the greater the reduction in claims costs for the insurer and the lower the insurer's loss ratio. Halcyon has a proven record of defeating ransomware which allows insurers to offer customers of Halcyon more favorable cyber insurance policy premiums and terms.

Based on a notional portfolio of 40K companies and industry average claim figures, even a quite conservative estimate of the efficacy of the Halcyon Anti-Ransomware Platform would result in ~\$28M in claims cost saved by insurers. It's no wonder why the ransomware exposure reduction Halcyon delivers saves you money on both the operational and risk transfer costs.

THE OUTCOME: BENEFITS TO THE BUSINESS

Halcyon's unique ability to prevent ransomware from executing, capture encryption keys for swift automated data recovery, and ability to prevent the loss of sensitive or regulated data provides several positive outcomes to businesses of all sizes:



Never pay a ransom for your data again



Eliminate operational downtime



Recover from a ransomware incident in hours instead of weeks



Protect brand reputation with consumers



Reduce cyber insurance premiums and enhance the quality of your coverage (e.g., higher sub/limits, lower deductibles, no co-insurance)



Maintain compliance and reduce potential lawsuits and regulatory actions

Global 2000 companies rely on the Halcyon platform to fill endpoint protection gaps and defeat ransomware with minimal business disruption through built-in bypass and evasion protection, key material capture and automated decryption, and exfiltration and extortion prevention. **To learn more about Halcyon visit halcyon.ai**

