

Vendor Assessments



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CONFERENCES**

Speakers

Spencer Timmel (Moderator), *Hylant*

Vinny Sakore, *Verizon*

J.T. Malatesta, *Maynard Cooper & Gale*

Mary Beth Borgwing, *LemonFish*

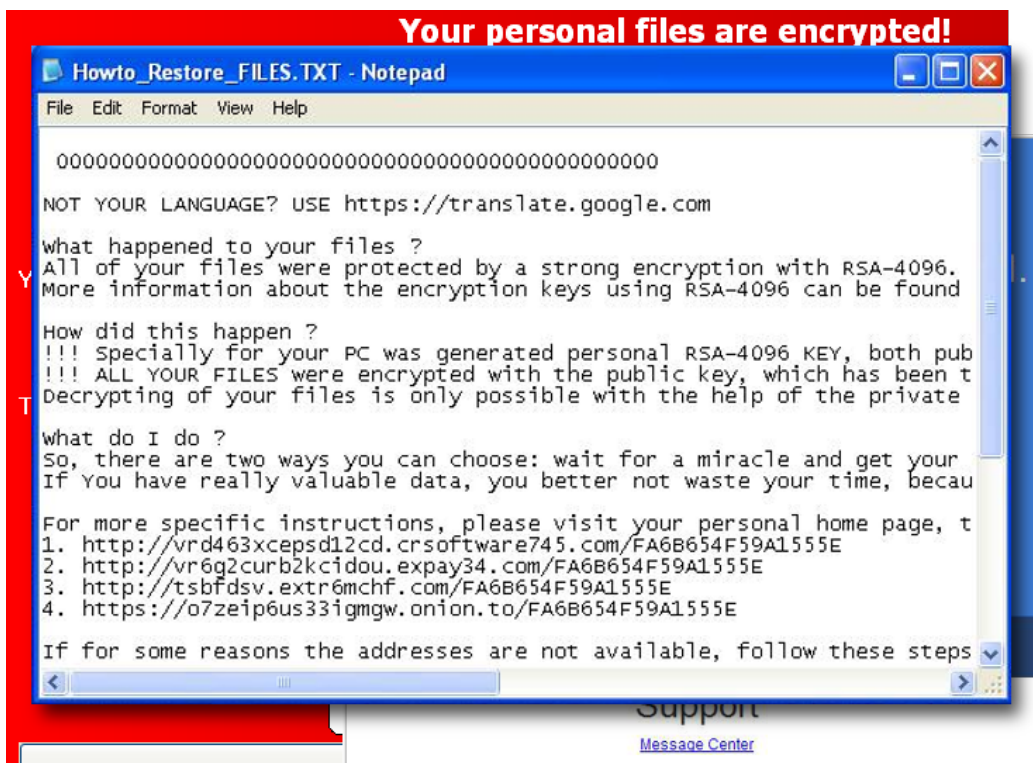
Meghan Hannes, *Axis Insurance*



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Example: Ransomware



Vendor Risk Assessments

PREVENTIVE:

After A Crisis Or Breach

LemonFish finds *all* breached data and exposed data that is ripe for breach. By examining your data post-breach, you get better data governance and data classification and can fine tune data-loss prevention tools so they are monitoring your most important, sensitive data.

PROACTIVE:

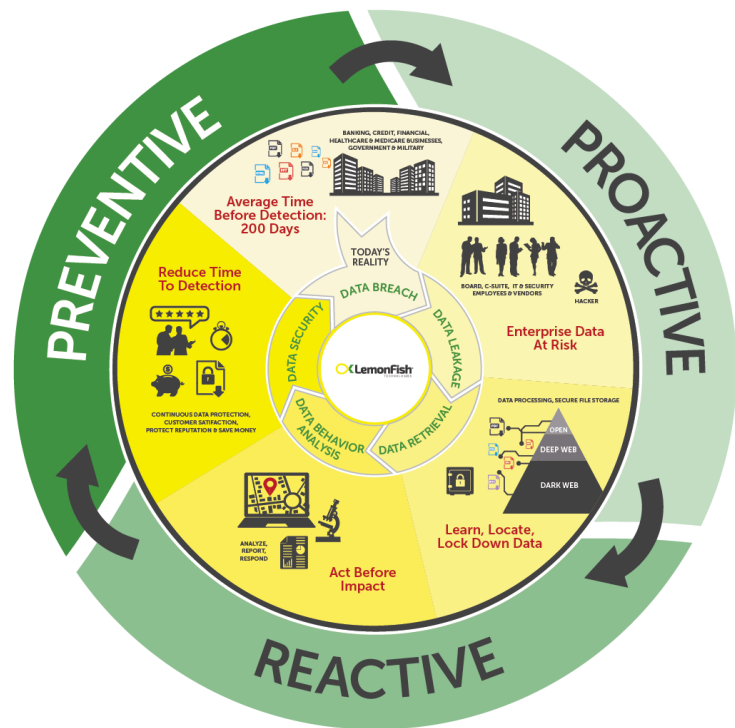
Pre-Breach Exposure Assessment

LemonFish works as a risk-assessment partner to help clients proactively protect against a data breaches. Our Automated Data Breach Report assesses exposure on the open, deep, and dark web and ranks data by importance to the client, the file type, where it was found, and how long it has been exposed.

REACTIVE:

Finding Data After A Breach

LemonFish is your data analytics partner, working in rapid-response mode to find breached data that belongs to you, your vendors, partners, and clients, as well as regulated data.



Legal Assessment of Cyber Risks Introduced by Vendor Relationships



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Vendor Management

**Phase I: Due
Diligence**

**Phase II: Contract
Negotiation**

**Phase III: Ongoing
Monitoring**



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Levels of Vendor Assessment

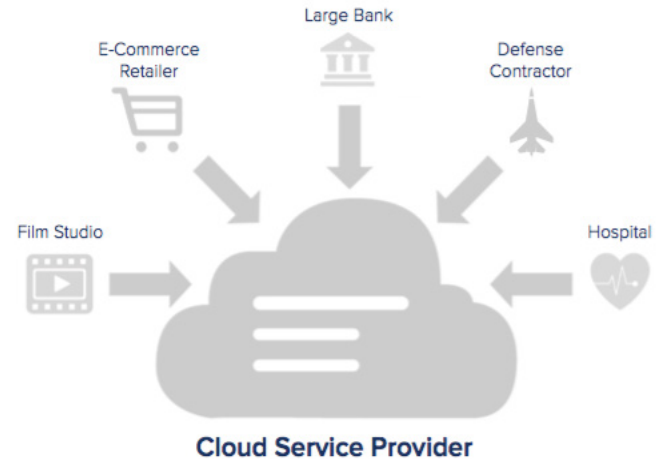
- Factors to consider:
 - Size
 - Type of Data
 - Industry sector
 - Regulatory framework
- Do you lower standards? When?

Vendor Problems

- How significant is the vendor problem?
- How do organizations solve it?
- What are some red flags to consider?
- How should you handle legacy vendors?

Underwriter Perspectives

- Questions the Market is, and is not, asking
- Vendor Contracts and Indemnification
- The future of understanding 3rd and 4th party dependencies
- Mitigating the Aggregation of Vendor Risk



DHS Safety Act



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Final Takeaways

Spencer Timmel (Moderator), *Hylant*

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