



David Reesor

The Current State of the Cyber Liability Insurance Market

Every day we are reminded in the news that, in today's world, it is not a matter of if your organization will be impacted by a Cyber Event but when and how severe that impact will be.

Loss prevention should be the primary focus but the millions spent by the names we see in the news are evidence that even the most comprehensive and sophisticated Cyber Security system can be breached.

This is where Cyber Liability insurance comes in; this session will start with an overview of what Cyber Liability insurance is designed to cover and key considerations when putting a Cyber Liability insurance policy in place. We will then transition to how insurance companies are responding to the massive losses the industry has been hit with in the past two years and what organizations should focus on to position themselves as attractive risks in what is now an increasingly volatile Cyber Liability insurance market.

Biography

As Vice President of Property & Casualty for USI Insurance Services in Wilmington, David specializes in the development and management of comprehensive risk and insurance solutions for clients and has in depth experience working with a varied portfolio of clients ranging in size, including many in the real estate industry, technology and professional service firms, financial services providers, public entities, non-profit organizations, manufacturers, and suppliers.

With over a decade of experience developing expertise in cyber liability insurance, David has consulted with two international insurance companies on the development of their policies, negotiated hundreds of Cyber Liability

insurance placements on behalf of clients and has been invited to speak on the topic by several professional service organizations over the years. David graduated from the Australian and New Zealand Institute of Insurance and Finance (ANZIIF).

[]