

■ CASE STUDY

# Set Profitable Attachments with Account Manager

Using the full suite of analytics available to them in Account Manager (AM), CyberCube customers can financially quantify terms and conditions and set profitable deductibles.

# Our customer's problem

Setting deductibles and attachments for cyber insurance is difficult without the right data and analytics to financially quantify the risk of each potential insured. Getting the attachment amount wrong can cost the carrier money in both sales and possible claims.

# CyberCube's solution

Account Manager provides underwriters with the crucial information they need to understand the impact cyber risk has on a submission's or insured's organization, including the ability to benchmark financial risk potential and establish the insurance limits, deductibles and attachment points that meet their risk appetite.

# Use case summary

Setting the right deductible is critically important to the profitability of carriers, as deductibles enable an insurance carrier to manage the losses they are willing to take on and ensures that the insured has "skin in the game" on the risk.

Additionally, offering the right deductible helps carriers with marketability since potential customers are seeking affordable coverage that balances premiums against the cash needed to cover their portion of any future claims.

Every carrier needs a clear understanding of the potential losses for an individual risk, and Account Manager is uniquely set up to help carriers model financial losses for benchmarking and setting profitable cyber insurance deductibles and attachments.

For example, with Account Manager, underwriters can rerun their financial loss analysis multiple times to test how their risk is affected by different deductible or self insured retention amounts or different excess layer attachment points and find a good balance between competitive terms and potential losses.

As a result, by applying this data-driven approach to deductible and attachment setting, underwriters can ensure that typical expected losses will remain below acceptable thresholds, and attachment points are below specific likelihoods and probabilities.



## Key Outcomes

Using AM, a carrier can:

- Apply a data-driven approach to deductible setting
- Manage attachment points and losses to be below set thresholds