The Varonis Data Security Platform helps organizations:

- Detect insider threats and cyberattacks by analyzing data, account activity, and user behavior;
- Prevent and limit disaster by locking down sensitive and stale data; and
- Efficiently sustain a secure state with automation.

Data today is largely overexposed and under protected, which can open companies up to a number of risks: increased attack surfaces, loss of IP, privacy violations, and more damaging cyberattacks.

Varonis helps organizations manage the difficult and ever-growing challenge of securing vast enterprise data stores both on premises and in the cloud that hold their most valuable assets. With Varonis, customers can confidently detect security incidents and cyberattacks, and reduce their risk and exposure.

The Varonis Data Security Platform helps companies to:

- **Know where sensitive data is and where exposures are.** Varonis enables organizations to say “show me every sensitive folder open to too many people, in order of risk” and get an instant answer, with highly accurate data classification and deep visibility into data access and activity.

- **Put data protection on autopilot:** Varonis uses behavior-based automation to intelligently remediate risk on a massive scale without disrupting business.

- **Keep risk low while automating thousands of manual tasks:** Varonis makes it possible to enforce retention policies consistently across the organization’s environment, simplify entitlement reviews and save hours of back/forth, and streamline access governance.

- **Detect and respond to threats:** Varonis uses sophisticated behavioral analytics to catch potential threats like malware, ransomware or malicious insiders. The platform combines and enriches logs to produce a handful of high-fidelity, context-rich alerts that are meaningful and actionable. Built-in automated responses can stop cyber threats, and a free Incident Response team can help investigate any incident.

Varonis serves more than 7,000 customers worldwide across a range of industries, including financial services, public, healthcare, industrial, insurance, energy and utilities, consumer and retail, technology, media and entertainment, and education.

For more information about Varonis, visit www.varonis.com.
Why Varonis Data Security Platform is a 2020 Cyber Catalyst Designated Solution

ADDRESSES A TOP 5 CYBER RISK:
The 2020 program encouraged the submission of solutions that targeted the top five cyber risks identified by participating insurers: ransomware, supply chain/vendor management, cloud migration/management, social engineering, and privacy regulation/data management.

Varonis Data Security Platform specifically targets ransomware, but also has wider utility and applicability in addressing other types of cyber risk.

INSURER RATINGS AND COMMENTARY:
Cyber Catalyst participating insurers rated Varonis Data Security Platform highest on the criteria of cyber risk reduction, efficiency, and differentiation.

In their evaluation, the insurers commented:

- “A fantastic piece of software that definitely fulfills a broad use case for auditing data availability and protective provisions. Arguably best-in-class when monitoring for PII data within an organization.”
- “Intuitive dashboard and covers the majority if not all current data stores used by organizations. This will help administrators get out in front of the issue.”
- “A good product that would work well as companies, including small and medium enterprises, move increasingly to the cloud.”

Insurance Policies and Implementation Principle
Organizations that adopt Cyber Catalyst designated solutions may be considered for enhanced terms and conditions on individually negotiated cyber insurance policies with participating insurers.

Those insurers, when considering potential policy enhancements, will expect organizations to deploy Cyber Catalyst designated products and services in accordance with certain “implementation principles” that have been developed by the insurers and product vendors.

The implementation principle for Varonis Data Security Platform is:

- A designated individual works with Varonis to install the software and perform a Data Risk Assessment; the software will begin to immediately identify unusual activity that could signal a potential ransomware attack in the environment and in approximately 30 days the platform builds profiles for users and devices and alerts individual(s) on potential threats when activity deviates from normal.

Evaluation Process
Applications for evaluation of cybersecurity products and services were accepted from March 10 to May 15, 2020. More than 90 offerings, spanning a broad range of categories, were submitted.

The insurers evaluated eligible solutions along six criteria:

1. Reduction of cyber risk.
2. Key performance metrics.
3. Viability.
4. Efficiency.
5. Flexibility.
6. Differentiation.

Cyber Catalyst designation was awarded to 15 solutions receiving positive votes from at least six of the eight insurers, which voted independently. Marsh did not participate in the Cyber Catalyst designation decisions.

More Information on Cyber Catalyst
The next Cyber Catalyst program will occur in 2021.

For more information on the 2020 Cyber Catalyst designated solutions, or the 2019 class of Cyber Catalyst solutions, visit the Cyber Catalyst pages on the Marsh website: www.marsh.com/cybercatalyst.

For more information about Marsh’s cyber risk management solutions, email cyber.risk@marsh.com, visit www.marsh.com, or contact your Marsh representative.