

Welcome to AP Cyber Solutions

A New Way to Help Your Insureds Confront Cyber Crime

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Intro

We would like to introduce and share AP Cyber Solutions, an effective solution to selling Cyber coverage to each and every commercial account.

AP Cyber Solutions - Your Access Point

<https://APCyberSolutions.com> is your access point to valuable resources for your Commercial Clients.

- **Login Link** necessary to access our partner carrier, Coalition.
- **Useful documents**
 - Marketing material
 - Paper application
 - Sample Policy
 - Sample Risk Assessment
 - Claims information to share with your clients
- **Videos**
 - Introduction video
 - How to quote video -which addresses the top questions your team will have during its first run through
- Previously recorded **Webinars**

AP Cyber Solutions - Bring More Value to Your Commercial Clients

Cross Selling Cyber Coverage has many benefits to you and your Profit Center:

- Rest Assured – your clients are protected from this viable exposure
- Meet New Business Goals
- Meet Retention Goals
- Significant Wedge – Risk Assessment

AP Cyber Solutions Process

Direct access to a Cyber Liability quoting portal that will help you get a customized quote to each of your commercial accounts with minimal impact to your team's workload.

- The policy is backed by two carriers A+ Swiss Re and A Rated Argo Pro
- Up to \$10M limits
- Ability to offer split limits
- Available with a Tech E&O Endorsements for specific classifications
- Process is quick and easy
- Quote to Bind in 4 minutes
- Broad appetite with just 4 excluded classifications:
 - Adult Entertainment
 - Payment Processors
 - Casino/Gambling Related
 - Cannabis Related
- AP | Hall & Company will handle the filing of Surplus Lines taxes and fees along with any affidavits.

How do you get started?

1. Visit: <https://APCyberSolutions.com>
2. Click Login Link.
3. Proceed through OKTA Prompts
4. Begin quoting in Coalition's Dashboard
5. Prior to binding, forward your W-9 to: APCyberSolutions@AssuredPartners.com

Billing Process

- Both the quoting agent and AP | Hall & Company will receive copies of the invoice.
- AP | Hall & Company will then invoice the quoting agency
- Quoting agency will remit to AP | Hall & Company
- AP | Hall & Company will remit payment to Coalition as well as file the Surplus Lines taxes and fees.

Overview of Coalition

Coalition is an MGU and offers a brand new perspective to Cyber Risk Management whereby the ease of technology and importance of insurance intersect. Coalition's top 4 selling points include:

1. **Claims team** which is 2nd to none and is in-house and includes former veterans of the NSA, CIA, and top individuals from private security companies.

<https://help.thecoalition.com/claims>

2. **Security Tools** which help policy holders mitigate risk

- Domain Reputation
- Breach Monitor
- Credential Monitor
- Threat Monitor
- Patch Monitor
- DDoS Mitigation
- HackerOne Response

<https://www.thecoalition.com/platform>

3. **Coverage** exceeds the competition with many differentiators.

Policy & Coverage:

<https://help.thecoalition.com/policy-and-coverage>

Coverage Comparisons:

<https://help.thecoalition.com/policy-and-coverage/how-does-coalitions-policy-compare>

This Is a non-admitted, claims made policy with Full Prior Acts Retroactive Coverage.

4. **Underwriting Engine** - Quote your entire renewal cycle with minimal effort.
 - Export data from your agency management system into a CSV file
 - Client-Ready Proposals are processed and uploaded directly into the assigned Account Manager's Dashboard. The Risk Assessment is prepared as well for any Commercial client that has a Domain to monitor.

<https://help.thecoalition.com/quotes/bulk-quoting-with-coalition>

Closing Notes - Imagine the possibilities

Imagine taking your Cyber Liability bind rates from 1% to 10 or 20% with minimal training. This is truly power through partnership and we are available to assist and guide you through the process.

Have additional questions? Please reach out to Laura Ledbetter for additional resources and get started today at APCyberSolutions@AssuredPartners.com