



Data Breach – Best Practices for Avoidance, Management and Recovery

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CONFERENCE & EXPOSITION
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What is happening in the Cyber World Today?

- JP Morgan Chase, Sony, Target, Home Depot, etc.
- Essex
- Russian & Chinese Hackers

How Do You Identify Cyber Exposure within Your Organization?

- Human Risks – Leaving Laptops on the train, not putting in passwords on phones, etc.
- Soft Points on both systems and buildings
- Third Party Vendors
- Risk Analysis – Comprehensive Security Plan
 - Firewalls/Filters/DLP/Anti-virus/Patches/Encryption
 - Testing
 - Education

How do you measure the risk?

- What is Personally Identifiable Information (PII)?
- How many records, what data is on those records?
- How are they stored?
- If there is a data breach, what does it cost?
 - Breach Costs – Coaches, forensics, notification, credit monitoring
 - Liability Costs
 - Reputational Costs
 - Business Interruption
 - Estimates are across the board from \$5 per record to \$400 per record

What are the available risk prevention and risk control techniques?

- Eliminate the risk – purge the records
- Fund for the loss – just a budget item
- IT investment – keeping on top of the newest, best and latest in security & privacy
- Transfer the risk
 - Insurance policies
 - Contracts

What Are Some Post Breach Steps that Minimize Loss and Maintain Customer Loyalty?

- Breach Coaches – Typically Law Firms – could be directed by an insurance company, but doesn't have to be
 - Most important thing is to identify the coach before a loss
- Consultants
 - Forensic
 - Media Relations
 - Legal/Notification
- Incident Response Plan
 - As simple or detailed as necessary

How to transfer the risk – Insurance and Non-Insurance

- Contracts
 - Database warehouses, accounting software, consultants, cloud providers, credit card processors, many others
- Indemnification & Insurance language
- Insurance Policies
 - General Liability
 - Property
 - Errors & Omissions
 - Network Security/Cyber Liability

What steps does your organization need to take?

- Collaboration between Legal, Risk Management & Information Technology
- Keep Senior Management in the loop
- Discuss the mitigation/avoidance/transfer possibilities
 - IT infrastructure
 - Contract language
 - Insurance



Questions?