

HOW WE WORK

In partnership with select MSP and MSSPs, we leverage behind the firewall underwriting to deliver comprehensive cybersecurity insurance coverage at unbelievable pricing for both their clients and themselves. We also support our partners in ways that bolster growth and retention.

BENEFITS

- Competitive Tech E&O / Cyber Insurance for the MSP
- Client cyber insurance premium savings to justify tech spend
- Reduced time spent on completing applications
- Lead generation assistance
- Additional Fee Income
- Reduced risk footprint as % of clients that are insured increases

CASE STUDY

We were introduced to a \$90M distributor from one of our MSP Partners. The renewal premium they were quoted was approximately \$15M for \$1M of Cyber insurance.

We reviewed the client's tech stack with the MSP, recommended to the client, along with the MSP, that they should improve one component of their tech stack. They did, and we were able to offer terms that were over 50% lower than the competition.

Cyber Express™

Embedded Cyber Insurance **exclusive to SeedPod MSP Partner clients**

BENEFITS

- Cyber Insurance Savings
- **Easy click-quote-bind process**
- Improved stickiness and upsells to your security stack.

ELIGIBILITY

- Businesses under \$50M in revenue
- Under 75 full-time employees
- Maintains baseline security controls
- In accepted industry classes

PRICING

\$1,775 ANNUAL PREMIUM (exclusive of taxes and fees) * for businesses <25M in revenues

\$2,040 ANNUAL PREMIUM (exclusive of taxes and fees) * for businesses 25-50M in revenues

SeedPod Cyber Plus™

Embedded Cyber Insurance for **larger clients or clients requiring custom terms**

- Available to Firms up to \$500M in revenues
- **Average 30% Premium Savings**
- Streamlined Application Process
- **Annual Incident Response Simulation**
- Coverage available up to \$5M in limits

MSP Tech E&O / Cyber Insurance

Tech E&O / Cyber Insurance **that rewards MSPs who focus on cybersecurity**

BENEFITS

- Premium Savings up to 40%
- **Broad Coverage Form**
- Includes a complimentary Risk Assessment
- **Annual Incident Response Simulation**
- Coverage available up to \$5M in limits

CASE STUDY

We were approached by an MSP that had a claim two years back. We conducted our MSP risk assessment (a process based on CIS standards) which showed they had done a good job improving controls since the incident. We worked with one of our markets that takes our risk assessment into consideration as part of the underwriting process and was able to secure terms that saved the firm 40% and tens of thousands on their premiums.

REQUIRED SECURITY CONTROLS

Clients

- Patch Management
- Security Awareness Training with Phish Simulations
- Multi-Factor Authentication -- all remote and local admin
- Access Control / Strong Password Policy / Unassociated account removal
- SPF, DKIM, DMARC
- Secure Remote Access
- Next Gen AV
- Email Filtering
- Endpoint Detection and Response (EDR)
- Backup (min 1 online, 1 offline) w/ testing (for on-prem and hybrid environments)
- Encryption on endpoints and in transit
- Remote Desktop Protocol (RDP) and Server Message Block (SMB) ports are blocked



MSP / MSSP -- (Minimum Standards)

- Patch Management
- Security Awareness Training with Phish Simulations
- Multi-Factor Authentication -- all remote and local admin
- Access Control / Strong Password Policy / Unassociated account removal
- Role based access control and MFA on RMM and Document Management systems
- Access Control / Strong Password Policy / Unassociated account removal / PAM
- SPF, DKIM, DMARC
- Secure Remote Access
- Next Gen AV
- Email Filtering
- Endpoint Detection and Response (EDR)
- Disaster Recovery / Business Continuity Processes
- Encryption on servers, endpoints and in transit
- Remote Desktop Protocol (RDP) and Server Message Block (SMB) ports are blocked
- Change Management
- Configuration Management
- Vulnerability Management
- Log management / alerting on the RMM and Document Management systems
- Incident Response



About SeedPod Cyber

SeedPod Cyber is an insurance managing general agency (MGA) revolutionizing digital resilience by offering integrated cyber insurance solutions that empower businesses to thrive securely in an increasingly connected world.

Doug Kreitzberg Founder / CEO

As CEO of USI Affinity and Programs (2004-2018), Doug led affinity business development, marketing and program businesses, including professional liability, commercial property & casualty, personal lines and life and disability Programs. In 2018, Doug founded a cybersecurity and data privacy risk consulting firm. It was through his consulting practice that he learned the value that Managed Service Providers provide to the digital infrastructure of the global economy and how the lack of risk transparency was failing both businesses and the insurance marketplace. Those insights formed the basis for SeedPod Cyber, a cyber insurance managing general agency he founded in 2021.



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