

Case Study: Sepio Systems

Performance guarantee – an additional safety net



The case

Sepio Systems, an artificial intelligence (AI) technology company based in Tel Aviv, has entered into a partnership with Munich Re in order to augment its SaaS-based security suite with an insurance-backed performance guarantee. This will create a convincing cyber security management solution for their clients.

The challenge

Cyber crime organisations and state-sponsored groups use manipulated hardware or firmware, delivered directly by a person or via the supply chain, to carry out their attacks. Existing cyber security products often lack the required level of visibility and enforcement that is crucial to mitigate these types of risks. The attackers are very much aware of these limitations and, in recent years, have begun to focus on this attack vector.

Given this imminent threat, it would still be rather challenging for potential clients to verify the performance of Sepio System's platform as it would require a new and diverse set of rogue devices for mitigation which are often difficult to procure.

The solution

Based on a thorough assessment of the system, Munich Re Group has put capital behind the risk of Sepio Systems' security solutions potentially not performing as promised. This will provide a strong indication of the efficacy of Sepio's security suite. This favourable signal saves testing efforts on the part of Sepio's clients, including search and analysis costs, brings the sales cycle down and enables Sepio System's business to grow.

Sepio Systems' solution is now also offered with a performance guarantee insured by Munich Re Group. Thus, Sepio's customers are now even better protected. They will not only have coverage on the physical level, but also an additional financial safety net in the case that the security software actually fails to safeguard the client.

Profile Munich Re

Munich Re is one of the world's leading providers of reinsurance, primary insurance and insurance-related risk solutions. Since it was founded in 1880, Munich Re has been known for its unrivalled risk-related expertise and its sound financial position. It offers customers financial protection when faced with exceptional levels of damage. Munich Re possesses outstanding innovative strength. The company is playing a key role in driving forward the digital transformation of the insurance industry, and in doing so has further expanded its ability to assess risks and the range of services that it offers. The insurance for Spectrum Labs is underwritten by a primary insurance carrier of Munich Re Group, which is an S&P AA-rated international insurance company, eligible to write surplus lines insurance in all US states. The Policy is subject to exclusions, deductibles, and a policy limit.

Profile Sepio

Sepio Systems, Inc., HQ in Tel Aviv, is the developer of a cyber security system designed to protect organisations from hardware-based attacks and threats. The company's system provides security teams with full visibility into their hardware assets and their behaviour in real time – ensuring a lower risk hardware infrastructure.

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