



Case Study: Deep Instinct

True prevention and protection against ransomware

The case

Deep Instinct provides endpoint security software that applies deep learning algorithms to endpoint protection. Unlike traditional detection and response-based cybersecurity solutions that wait for the execution of the attack to react, Deep Instinct's advanced predictive approach proactively keeps customers protected from both known and unknown threats, while also minimising false positives. This increases the resilience of Deep Instinct's customers' cybersecurity defences.

The challenge

Before switching to Deep Instinct, their customers' organisations use primarily a combination of endpoint detection and response solutions plus endpoint protection platforms, including antivirus or anti-malware software. While such a set-up is usually quite effective in detecting and responding to known and some zero-day endpoint threats, security operations employees are often overwhelmed with time-consuming manual processes, ranging from endpoint management to alert investigation and threat hunting. In order to improve the situation, these organisations seek a solution that can not only provide heightened threat prevention and analysis capabilities but also relieve their SecOps teams of extraneous manual tasks and processes.

The solution

By switching to Deep Instinct, organisations have the opportunity for quantitative and qualitative benefits against the backdrop of enhanced endpoint security. Efficacy of endpoint protection is expected to increase and efficiency on threat investigation to improve, while the false-positive rate should drop significantly. By bringing Munich Re into the game, Deep Instinct can now not only promise the efficacy of their system but actually guarantee its performance with two different guarantees, both backed by a liability insurance cover from Munich Re Group provided to Deep Instinct. Deep Instinct can thus offer a guaranteed amount of up to US\$ 3m per client in the case of a successful undetected ransomware attack and also the effective reduction of false positives. Munich Re is only able to offer such a structure because its data science experts thoroughly

evaluated Deep Instinct's technology and expertise during due diligence of Deep Instinct's systems and processes.

Munich Re's coverage provides a strong signal that Deep Instinct's clients can trust their software, as Munich Re insures Deep Instinct for its liabilities for the performance guarantees in the case of breach or underperformance. This also means that companies interested in Deep Instinct's product can save time and effort when it comes to their own performance testing, quality assessment and proof-of-concept processes. Taking all that into consideration, the partnership creates a robust competitive edge, which translates into stronger growth and ultimately higher sales for Deep Instinct.

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 Deep Instinct 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. For more information, visit www.munichre.com/insure-ai.

Profile Deep Instinct

Founded in 2015, Deep Instinct is the US/Israeli developer of an AI-based cybersecurity platform designed to provide protection against evasive unknown malware in real time. Deep Instinct has hubs in NYC and Tel Aviv. For more information, visit www.deepinstinct.com.

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