



Markel Insurance Company Markel American Insurance Company Evanston Insurance Company

Markel Cyber 360SM Insurance Application

All que	estions MUST be completed in full.			
If space	ce is insufficient to answer any questi	on fully, attach a separate sheet.		
Full Na	ame Of Applicant:		Title:	
Busine	ess Name:			
Phone	#:Fax #:	Email:		
Mailing	g Address:	City:	State:	Zip Code:
Primar	y Business Address:	City:	State:	Zip Code:
Websit	te:			
Contac	ct Person & Phone Number:		· · · · · · · · · · · · · · · · · · ·	
Year E	stablished: NAICS	:		
☐ Inc	lividual 🗌 Partnership 🔲 Corp	oration 🗌 For Profit 🔲 Not F	or Profit	r
	POSURE SUMMARY	notion for the applicant.		
a.	Please complete the following inform	Most Recent Fiscal Year	r Projection For	Current Vear
	Number of employees:		rojection roi	Sarrent Tear
	Total revenue:	\$	\$	
	Revenue from e-commerce:	\$	\$	
	Number of credit card transactions:			
	Number of private data records:			
	Number of servers:			
	Number of desktops or workstations	s:		
	Number of portable devices:			
	Number of office locations:			

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b. Does the applicant handle the following types of private data? If yes, provide approximate number of records transmitted, received and stored annually: Type Number Number Number Handled? Transmitted Received Stored Yes No Credit or debit cards? ☐ Yes ☐ No Financial or banking information? ☐ Yes ☐ No Medical information (PHI)? Biometric data? ☐ Yes ☐ No Geolocation data? Yes No Social Security Numbers/National Identification Numbers? Other private data? (Describe) ☐ Yes ☐ No Total How long does the applicant retain private data? What is the largest number of private data records that the applicant holds at any one time? Describe the method used to dispose of private data: Is the applicant compliant with all federal or state laws with regard to private data transmission, \square Yes \square No storage, and disposal? If no, please explain: d. Does the applicant encrypt private data? Yes, at all times No Partially (Describe) _____ If yes, describe encryption method used: 3. POLICIES AND PROCEDURES a. Does the applicant use internal staff to manage its IT systems? b. Does the applicant have a dedicated internal senior manager responsible for information security and privacy? Describe the IT infrastructure the applicant has in place? What is the amount of the budget the applicant invests in its IT infrastructure? \$_____ ☐ Yes ☐ No Does the applicant anticipate either an increase or reduction within the next 12 months? What does the applicant do to ensure its IT infrastructure is up-to-date? ☐ Yes ☐ No d. Does the applicant have any significant upgrades, overhauls, or system changes planned in the next 12 months? If yes, describe: Does a roll back plan exist if migration cannot be completed? No Yes Will extensive testing be completed prior to launch? No Identify the type of software deployed by the applicant in the normal course of its operations and describe the primary function of the software: _____ Does the applicant have written information security policies and procedures that are reviewed Yes No g. Does the applicant require information security awareness training for all staff at least annually?

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Cain Insurance — solutions —

h.	Does the applicant have a security patch management process imple	emented? Yes No			
	If yes, how are security patch notifications from its major systems v	endors handled?			
	Manual notice (describe):				
	Automatic notice (where available) and implemented in more that	an 30 days			
	Automatic notice (where available) and implemented in 30 days	or less			
i.	Which of the following procedures does the applicant use to test cor	nputer security controls?			
	Test	Frequency Of Testing			
	Internal vulnerability scanning:	☐ Continuous ☐ Monthly ☐ Quarterly			
	External vulnerability scanning against internet-facing IP addresses:	☐ Continuous ☐ Monthly ☐ Quarterly			
	Penetration testing:	Quarterly Bi-Annually Annually			
	Other (describe):				
j.	Does the applicant have a/an:				
	Business continuity plan?	☐ Yes – Date Last Tested: ☐ No			
	Disaster recovery plan?	Yes – Date Last Tested: No			
	Incident response plan for network intrusions and virus incidents?	Yes – Date Last Tested: No			
	Briefly describe the plan(s):				
	Are alternative facilities available for operations in the event of a shu applicant's network?	utdown or failure of the Yes No			
	Does the business continuity plan contemplate disruptions due to outsourced service providers?				
	If yes, is it tested?	Yes No			
	Does the plan consist of multiple outsourced service providers in pla	ce for the same services?			
k.	Does the applicant have a written policy regarding setting up electron	onic funds transfer? Yes No			
	If yes, is the policy communicated to all applicable associates?	Yes No			
	Are all fund transfers subject to dual authentication, including confir transfer instruction?	mation by phone of the wire Yes No			
	What is the average number of funds transfers per day?				
	What is the average value of funds transfers? \$				
I.	Is the applicant certified as complying with the following security red	quirements:			
	(1) Payment Card Industry (PCI/DSS)? N/A Yes No In Progress - Scheduled Date:				
	If yes, provide the name of the individual or outside organization which certified the applicant and the date of the last PCI audit.				
	(2) HIPAA/HITECH? N/A Yes No In Progress - Sche	duled Date:			

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4. NETWORK AND TECHNOLOGY PROVIDERS

	a.	Please identify the current pr	ovider for each of the folio	wing:			
		Anti-virus software:		Internet communications services:			
		Broadband ASP services:		Intrusion detection software:			
		Cloud services:		Managed secur	ity services:		
		Collocation services:	C	Outsourcing se	rvices:		
		Credit card processors:	v	Vebsite hosting	g:		
		Firewall technology:	C	Other (describe	e):		
	b.	Complete the following for clo	oud services used by the a	applicant for pr	ocessing or sto	ring private d	ata:
		Cloud Provider	Туре	Service		# Of Records	Encrypted Storage
							☐ Yes ☐ No
							Yes No
	C.	How frequently are internal/e	external audit reviews perf	ormed on the	applicant's netv	work?	
		Who performs the audit revie	ews?				
5.	CO	NTI NGENT BUSI NESS I NTI	ERRUPTI ON				
a. Does the applicant contractually require that all outsourced service providers carry cyber insurance?			Yes No				
		If yes, what limits are require	ed?\$				
	Does the applicant receive contractual indemnification providers regarding their cyber business interruption			· · · · · · · · · · · · · · · · · · ·			
		Does the applicant receive se	ervice level agreements suc	ch as 99% upt	ime guarantees	s?	Yes No
	b. Does the applicant currently use any outsourced service provider that has had a known cyber event or system failure?			Yes No			
	C.	c. Explain the applicant's screening process of its outsourced service providers (e.g. IT security audits, questionnaires):			ts,		
	d.	Does the applicant perform re ensure they adhere to the ap	•		•	ders to	Yes No
6.	AC	CESS CONTROL					
	a.	How does the applicant limit	access to its IT systems?				
☐ Unique user IDs ☐ Unique user IDs and role based access to private data ☐ Multifactor auther			uthentication				
	b.	Does the applicant delete acc	cess to its IT systems after	employee ter	mination?		Yes No
	c. Is access to equipment, such as servers, workstations, and storage media including paper records, containing private data physically protected?			Yes No			
	d.	Does the applicant have anti-	virus, anti-spyware, and a	anti-malware software installed?			
		If yes, check all that apply:					
	On all desktop and laptop computers with automa			c updates	Scanning of	f all incoming	email
		On all server computers w	vith automatic updates		Scanning of	f all web brow	rsing

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			CAIN INSURAN — SOLUTIONS
e.	Does the applicant implement firewalls and other security measures between private data?	n the internet and	Yes No
f.	Are security alerts from an intrusion detection or intrusion prevention system continuously monitored and are the latest IDS/IPS signatures installed regul	•	Yes No
g.	Is remote access to the applicant's IT systems restricted to VPN or equivalent	nt?	Yes No
h.	Does the applicant have wireless networks deployed?		Yes No
	If yes, are all wireless access points to the applicant's network encrypted wirencryption (e.g. WPA/WPA2)?	th market standard	Yes No
	Is there a firewall between all wireless access points and the parts of the ap which private data is stored?	plicant's network o	n Yes No
. D <i>A</i>	TA PROTECTION		
a.	Does the applicant store private data on any of the following media? If yes,	is it encrypted?	, ,
		Private Data	Encrypted
	Laptop or notebook computers:	☐ Yes ☐ No	☐ Yes ☐ No
	Other mobile devices:	☐ Yes ☐ No	☐ Yes ☐ No
	Flash drives or other portable storage devices:	☐ Yes ☐ No	☐ Yes ☐ No
	Backup tapes:	☐ Yes ☐ No	☐ Yes ☐ No
	Internet connected web servers:	☐ Yes ☐ No	☐ Yes ☐ No
	Databases, audit logs, files on servers:	Yes No	☐ Yes ☐ No
	Email:	☐ Yes ☐ No	☐ Yes ☐ No
b.	Where private data is stored but not encrypted, please detail what other me place:	asures to protect p	rivate data are in
c.	How often are back-ups of the applicant's systems performed?		
d.	How quickly could the applicant's systems be restored from back-ups?	_	
e.	Are key data and software code stored:		
	On a secondary storage device?		Yes No
	At a secured offsite storage?		Yes No
	Utilizing a cloud storage service?		Yes No

a. Does the applicant send any electronic advertising content to outside parties regarding its

If yes, which media does the applicant use?

SMS Text Messaging

Phone Calls

Email

b. Does the applicant conduct prior review of any content for copyright or trademark infringement,

products or services, or the products or services of it clients?

libel or slander, and violation of rights of privacy or publicity?

8. MEDIA OFFENSE LI ABILITY

Other (describe): _

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C.	Which of the following t	types of content	or information	is available on	the applicant's website:		
	Adult content	□ E	ducational		☐ News		
	Advertisements	□ E	ntertainment		☐ Product compa	arison	
	Children		Games/Quizzes	;	☐ Rating/Grading		
	☐ Culture	□ +	low-to		☐ Referral servic	es	
	Digital music		nformation/E-I	orochure	Sports		
	Downloadable softw	are _ _ \	Medical		Other (describ	e):	
d	. Does the applicant colle	ect data about ch	ildren who use	e its website?		Yes No	
	If yes, does the applica	nt obtain parenta	al consent rega	arding its collec	tion of such data?	Yes No	
e	Describe the take down party's privacy rights or	•		content is defa	amatory, infringing, or in	violation of a third	
f.	Does the applicant obta	-	intellectual pr	operty (IP) sup	plied by third parties if su	uch Yes No	
g	. Does the applicant utiliz	ze hyperlinks or a	allow for data	scraping on its	website?	YesNo	
h	. Does the applicant use website?	the names or like	eness of any c	elebrities or oth	ner public figures on its	Yes No	
9. O	THER INSURANCE AND	LOSS HISTOR	Υ				
a	. List current and prior cy	ber liability or cy	ber security in	surance for eac	ch of the last 3 years:		
	If none, check here	If none, check here					
	Insurance Company	Limits Of Insurance	Deductible	Premium	Inception And Expirations Dates (MM/ DD/ YYYY)	Retroactive Or Prior Acts Date (MM/ DD/ YYYY)	
		\$	\$	\$			
		\$	\$	\$			
		\$	\$	\$			
b	. Provide the following information:						
		Insurer	Limit	!	Deductible	Expiration Date (MM/ DD/ YYYY)	
	General Liability		\$		\$		
	Professional Liability		\$		\$		
c.	its predecessors in busing other individual who wo of incident been made a	Is the applicant aware of any loss, claim, suit, incident or notice of incident against the applicant, Yes No its predecessors in business, any of the present or past partners, officers, employees, or any other individual who would fall under coverage proposed, or has any claim, suit, incident or notice of incident been made against the applicant or any staff member? If yes, please provide full details:					

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d.	Is the applicant aware of any facts, circumstances, incidents, situations, or data compromise which may result in any loss, claim, suit, or incident against the applicant, its predecessors in business, any of the present or past partners, officers, employees, or any individual who would fall under coverage proposed?	Yes No	
	If yes, please provide full details:		
	e provide any additional information the applicant believes could be important for the Company to ong a coverage determination.	consider prior to	

Fair Credit Report Act Notice

Personal information about you, including information from a credit or other investigative report, may be collected from persons other than you in connection with this application for insurance and subsequent amendments and renewals. Such information as well as other personal and privileged information collected by us or our agents may in certain circumstances be disclosed to third parties without your authorization. Credit scoring information may be used to help determine either your eligibility for insurance or the premium you will be charged. We may use a third party in connection with the development of your score. You have the right to review your personal information in our files and can request correction of any inaccuracies. A more detailed description of your rights and our practices regarding such information is available upon request. Contact your agent or broker for instructions on how to submit a request to us.

Fraud Warnings

Applicable in AL, AR, DC, LA, MD, NM, RI and WV: Any person who knowingly (or willfully)* presents a false or fraudulent claim for payment of a loss or benefit or knowingly (or willfully)* presents false information in an application for insurance is guilty of a crime and may be subject to fines and confinement in prison. * Applies in MD only.

Applicable in CO: It is unlawful to knowingly provide false, incomplete, or misleading facts or information to an insurance company for the purpose of defrauding or attempting to defraud the company. Penalties may include imprisonment, fines, denial of insurance and civil damages. Any insurance company or agent of an insurance company who knowingly provides false, incomplete, or misleading facts or information to a policyholder or claimant for the purpose of defrauding or attempting to defraud the policyholder or claimant with regard to a settlement or award payable from insurance proceeds shall be reported to the Colorado Division of Insurance within the Department of Regulatory Agencies.

Applicable in FL and OK: Any person who knowingly and with intent to injure, defraud, or deceive any insurer files a statement of claim or an application containing any false, incomplete, or misleading information is guilty of a felony (of the third degree)*. *Applies in FL only.

Applicable in KS: Any person who, knowingly and with intent to defraud, presents, causes to be presented or prepares with knowledge or belief that it will be presented to or by an insurer, purported insurer, broker or any agent thereof, any written, electronic, electronic impulse, facsimile, magnetic, oral, or telephonic communication or statement as part of, or in support of, an application for the issuance of, or the rating of an insurance policy for personal or commercial insurance, or a claim for payment or other benefit pursuant to an insurance policy for commercial or personal insurance which such person knows to contain materially false information concerning any fact material thereto; or conceals, for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act.

Applicable in KY, NY, OH and PA: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties (not to exceed five thousand dollars and the stated value of the claim for each such violation)*. *Applies in NY only.

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Applicable in ME, TN, VA and WA: It is a crime to knowingly provide false, incomplete or misleading information to an insurance company for the purpose of defrauding the company. Penalties (may)* include imprisonment, fines and denial of insurance benefits. *Applies in ME only.

Applicable in MN: A person who files a claim with intent to defraud or helps commit a fraud against an insurer is guilty of a crime.

Applicable in NJ: Any person who includes any false or misleading information on an application for an insurance policy is subject to criminal and civil penalties.

Applicable in OR: Any person who knowingly and with intent to defraud or solicit another to defraud the insurer by submitting an application containing a false statement as to any material fact may be violating state law.

Applicable in VT: Any person who knowingly presents a false statement in an application for insurance may be guilty of a criminal offense and subject to penalties under state law.

Applicable in all other states: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance or statement of claim containing any materially false information or conceals for the purpose of misleading, information concerning any fact material thereto commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties.

NOTICE TO THE APPLICANT - PLEASE READ CAREFULLY

NO FACT, CIRCUMSTANCE, OR SITUATION INDICATING THE PROBABILITY OF A CLAIM OR ACTION FOR WHICH COVERAGE MAY BE AFFORDED BY THE PROPOSED INSURANCE IS NOW KNOWN BY ANY PERSON(S) OR ENTITY(IES) PROPOSED FOR THIS INSURANCE OTHER THAN THAT WHICH IS DISCLOSED IN THIS APPLICATION. IT IS AGREED BY ALL CONCERNED THAT IF THERE IS KNOWLEDGE OF ANY SUCH FACT, CIRCUMSTANCE, OR SITUATION, ANY CLAIM SUBSEQUENTLY EMANATING THEREFROM WILL BE EXCLUDED FROM COVERAGE UNDER THE PROPOSED INSURANCE.

FOR THE PURPOSE OF THIS APPLICATION, THE UNDERSIGNED AUTHORIZED AGENT OF THE PERSON(S) AND ENTITY(IES) PROPOSED FOR THIS INSURANCE DECLARES THAT TO THE BEST OF HIS OR HER KNOWLEDGE AND BELIEF, AFTER REASONABLE INQUIRY, THE STATEMENTS IN THIS APPLICATION AND IN ANY ATTACHMENTS ARE TRUE AND COMPLETE. THE COMPANY AND AFFILIATES THEREOF ARE AUTHORIZED TO MAKE ANY INQUIRY IN CONNECTION WITH THIS APPLICATION. SIGNING THIS APPLICATION DOES NOT BIND THE COMPANY TO PROVIDE OR THE APPLICANT TO PURCHASE THE INSURANCE.

THIS APPLICATION, INFORMATION SUBMITTED WITH THIS APPLICATION AND ALL PREVIOUS APPLICATIONS AND MATERIAL CHANGES THERETO ARE CONSIDERED PHYSICALLY ATTACHED TO AND PART OF THE POLICY IF ISSUED. THE COMPANY WILL HAVE RELIED UPON THIS APPLICATION AND ALL SUCH ATTACHMENTS IN ISSUING THE POLICY.

IF THE INFORMATION IN THIS APPLICATION AND ANY ATTACHMENT MATERIALLY CHANGES BETWEEN THE DATE THIS APPLICATION IS SIGNED AND THE EFFECTIVE DATE OF THE POLICY, THE APPLICANT WILL PROMPTLY NOTIFY THE COMPANY, WHO MAY MODIFY OR WITHDRAW ANY OUTSTANDING QUOTATION OR AGREEMENT TO BIND COVERAGE.

THE UNDERSIGNED DECLARES THAT THE PERSON(S) AND ENTITY(IES) PROPOSED FOR THIS INSURANCE UNDERSTAND THAT:

- (I) THE POLICY FOR WHICH THIS APPLICATION IS MADE APPLIES ONLY TO CLAIMS FIRST MADE DURING THE POLICY PERIOD;
- (II) UNLESS AMENDED BY ENDORSEMENT, THE LIMITS OF INSURANCE CONTAINED IN THE POLICY WILL BE REDUCED, AND MAY BE COMPLETELY EXHAUSTED BY CLAIM EXPENSES AND, IN SUCH EVENT, THE COMPANY WILL NOT BE LIABLE FOR CLAIM EXPENSES OR THE AMOUNT OF ANY JUDGMENT OR SETTLEMENT TO THE EXTENT THAT SUCH COSTS EXCEED THE LIMITS OF INSURANCE IN THE POLICY; AND
- (III) UNLESS AMENDED BY ENDORSEMENT, CLAIM EXPENSES WILL BE APPLIED AGAINST THE RETENTION.

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WARRANTY

The undersigned warrants to the Company that he/she understands and accepts the notice stated above and that the information contained herein is true and will be the basis of the policy and deemed incorporated therein, should the Company evidence its acceptance of this application by issuance of a policy. The undersigned authorize the release of claim information from any prior insurer to the Company or affiliates thereof.

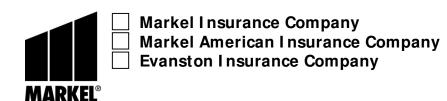
This application is signed by undersigned authorized agent of the applicant(s) on behalf of the applicant(s) and its owners, partners, directors, officers, and employees.

This application must be signed by the owner, principal, partner, executive officer, or equivalent within 60 days of the proposed effective date.

proposed encourse date.	
Name of applicant	Title
Signature of applicant	Date
(Florida only) Agent license number:	

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Markel Cyber 360SM Supplemental Application For Ransomware

All questions MUST be completed in full.		
If space is insufficient to answer any question fully, attach a	separate sheet.	
Full Name of Insured:		
Business Name:		
 Does the Insured authenticate inbound email using tools Authentication Reporting, and Conformance)? 	such as DMARC (Domain-based Message	Yes No
2. Does the Insured scan and filter inbound emails for malic	ious content (such as executable files)?	YesNo
3. Does the Insured train users against phishing and social eand assessments?	engineering threats via ongoing campaigns	Yes No
4. Does the Insured's response plan reference mitigation ste should a ransomware incident occur?	eps for business continuity and recovery	Yes No
5. Does the Insured make regular backups of critical data?		Yes No
6. Does the Insured keep backups offline and segmented from	om the Insured's network?	Yes No
7. Is the integrity of the backups and recovery plans regular	ly tested?	Yes No
Does the Insured enforce a BYOD (Bring Your Own Devic encrypted when transferred to portable media devices (U		Yes No
If NO to any of the above, please detail below along with mi	tigating comments:	
NOTE: This Supplement becomes part of the primary applicat until the Company approves the completed application. The written quote has been issued.		
Name of applicant	Title	
Signature of applicant	Date	
(Florida anly) Agant license number:		

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Contingent Business Interruption And System Failure Supplement

All	questions MUST be completed in full.
If s	space is insufficient to answer any question fully, attach a separate sheet.
Fu	Il Name Of Applicant:Title:
	siness Name:
Se	ction I Contingent Business Interruption
1.	Does the applicant contractually require their outsourced service providers to carry Data Breach insurance and at what limit?
2.	Does the applicant receive contractual indemnification agreements from their outsourced service providers regarding their Data Breach Business Interruption exposure? Do they receive service level agreements such as 99% uptime guarantees?
3.	Please explain the applicants screening process of their outsourced service providers (ex. IT security audits, questionnaires).
4.	Does the applicant have multiple outsourced service providers in place for the same service in the event one fails?
5.	Does the applicant have a Business Continuity Plan in place that contemplates disruptions due to outsourced service providers and is it tested?
6.	Does the applicant maintain a risk register that includes their top outsourced service providers in order to mitigate issues?
7.	Does the applicant currently use an outsourced service provider that has had a known cyber event?
8.	In the table below please list your top 5 outsourced service providers and their function.
	Outsourced Service Provider Service Provided (function)

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Section II System Failure

1.	a.	a. Does the applicant have any significant upgrades, overhauls	overhauls or system changes planned in the next 12 months?		
	b.	o. If so, does a roll back plan exist if migration cannot be collaunch?			
2.		Please identify the type of software deployed by the applicant orimary function of that software.			
3.	Wh	What is the applicant's investment in its IT infrastructure and wh	at has been done to ensure it is up to date?		
4.	Wh	What is the structure of the applicant's IT management departm	ent and how long have they been in place?		
5.		Does the applicant have a Business Continuity Plan in place that tested?			
		cion III Additional Measures se provide any other applicable comments or information below	if necessary.		
•		ing this supplemental application does not bind the Company to			
		understood that information submitted herein becomes a part of arations, representations and conditions.	our application for insurance and is subject to the same		
Th da		supplemental must be signed by a director, executive officer, par	tner or equivalent within 60 days of the proposed effective		
Na	me d	e of Applicant T	itle		
Ap	plica	icant's signature D	ate		

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