

ATRI Insurance Services and TacitRed

Continuous Attack Surface Threat Intelligence Expediting Informed Cyber Underwriting

In 2023, there was a floodgate of [global cybersecurity incidents](#) — more than 2,365 cyberattacks, 343 million victims, and 72% increase in data breaches since 2021. As a result, cyber risk insurance soon became the fastest-growing subsector of the global insurance market. In fact, by the end of 2023, there were more than 1,800 cyber claims and cyber insurance premiums reached about \$12 billion. According to [S&P Global Rating](#), those premiums are estimated to increase to \$20 billion by the end of 2024. It's no wonder that the cyber underwriting team at ATRI Insurance Services, LLC is experiencing a steady increase in cyber assessment inquiries and in their cyber underwriting business.

ATRI provides a full spectrum of management and professional liability insurance including cybersecurity underwriting. As a Managing General Agent (MGA), the company works with insurance brokers that support public and private companies of all sizes, not for profit institutions, state and local government entities, and a wide range of professional services. "Our clients rely on our responsiveness and reliability to meet their coverage needs, which requires us to make timely underwriting decisions based on informed digital risk assessments," said Ross Warren, VP of E&O at ATRI Insurance Services.



"TacitRed lives up to its claims. It is on-demand and simple, providing our team the best prioritized view of active attack surface management and cyber risk. The speed, depth, and usefulness of threat detail is astonishing – saving us considerable time and potential claim loss."

Ross Warren

VP of E&O and Cyber
ATRI Insurance Services

ATRI was seeking to augment its cybersecurity underwriting practice to be more responsive to coverage inquiries and enhance its cyber threat assessment capabilities. The ATRI team had utilized a variety of threat intelligence and attack surface management tools, but became frustrated with the time it took to make decisions, the accuracy of the threat data, and the manual validation of each result to confirm the findings. This approach was very fragmented, time consuming, and inefficient, which in turn cost the ATRI team accounts they could have written coverage for.

"The cyber underwriting process is incredibly involved, complex, fast-paced, highly technical — and competitive. Anytime you miss a domain, or a potential asset owned by an insured customer, you risk writing a cyber insurance claim depending on the vulnerability."

The ATRI cyber underwriting team needed a comprehensive security assessment paired with accurate and prioritized threat intelligence delivered to them in an immediate responsive nature to accurately assess each risk and quickly respond to their clients. They obtained the cyber risk insights they sought in TacitRed.



Enter TacitRed

[TacitRed™](#) is a tactical attack surface intelligence solution that enables External Attack Surface Management (EASM). This SaaS solution continuously analyzes global internet and threat intelligence of entities and adversaries to provide in-depth insight of over 18 million U.S. businesses on-demand. It automates the evaluation of an organization’s internet-exposed digital assets and active exposures to determine the potential risk to cyber incidents — providing fully curated, prioritized, and detailed findings. This continuous active cyber threat assessment helps insurers like ATRI better understand an organization’s security posture, easily examine the scope of pertinent threats and active attacks, and with this curated intelligence, help risk analysts set appropriate coverage terms.

When ATRI began working with TacitRed, the team was pleased by how quickly they were up and running and the extent of functionality. They found the SaaS solution extremely easy to use and that it provided the level of comprehensive attack surface and threat intelligence they needed. As a result, the risk assessment process and quoting time were dramatically improved. All the data is available, on-demand — there was no wait time for security scans to finish or threat data to populate. “TacitRed lives up to its claims. It is on-demand and simple, providing our team the best prioritized view of active attack surface management and cyber risk.”

Since TacitRed’s attack surface findings are valid, prioritized, and detailed, the team no longer needed to sift through different types of tools and data – which had lengthened out their assessment efforts. Warren remarked, “It’s incredible. Once we enter a prospective customer’s domain, the results are immediate, and the findings offer solid insights into actual risk — saving us 80% of review time over prior technologies used.”

The team was also stunned with how TacitRed identified current, significant issues that could lead to claims of clients that ATRI was underwriting their cyber risk. ATRI could share findings with their clients which in turn reduces the underwriting risk — saving ATRI potentially millions of dollars of cyber claims.

ATRI and TacitRed Today

For ATRI Insurance’s cyber risk underwriting team, TacitRed provides a comprehensive EASM solution they need which saves valuable time and resources when assessing cyber risk and issuing cyber insurance quotes. Since TacitRed has on-demand cyber intelligence for over 18 million business entities, they are able to conduct cyber risk assessments more efficiently and rapidly as coverage quote requests come in. This same intelligence can also be used as ATRI periodically assesses risk across its current underwritten clients.

“TacitRed provides us with all the pertinent threat and exposure information we need to best serve our customers. It is on-demand and simple, giving our team the best-prioritized view of active attack surface management and cyber risk. The speed, depth, and usefulness of threat detail is astonishing — saving us considerable time and potential claim loss,” said Warren.

While there are plenty of attack surface management and threat intelligence tools, ATRI Insurance needed only one integrated, advanced solution to provide continuous, actionable cyber risk insight. To learn more and to try TacitRed for a free 30-day evaluation, visit <https://tacitred.com/>.



Cogility TacitRed
 15495 Sand Canyon Ave. #150
 Irvine, CA. 92618

Visit www.tacitred.com to take a tour, request a demo — or better yet, to register to **try TacitRed for free.**

sales@cobility.com
 +1 949.398.0015

