EIIA Cyber Security Requirement – Awareness Program

The Cyber/Network Security insurance market has never been more difficult. EIIA's recent renewal shows that carriers will continue to focus on each campus' specific efforts to protect its network and train its community. In addition, underwriters have repeatedly shown that coverage may only be available to those groups who implement specific technical requirements, such as endpoint protection and multifactor authentication. Furthermore, direct security awareness training and phish testing of the campus community will be required.

The EIIA Board of Directors is dedicated to providing the resources to help our members implement protocols which help protect individual campuses and, as a result, the entire consortium. EIIA's new Cyber Security Campus Awareness Program will:

- Offset the costs for at least a portion of a campus' cyber security awareness training and phish testing for two years,
- Ensure Members are meeting regulatory training requirements,
- Allow Member institutions to plan and establish a budget for this critical risk management practice,
- Establish a minimum cyber standard for the EIIA consortium
- Position EIIA favorably in the insurance marketplace as we start to work on the next Network Security insurance renewal

Effective Date: 3-1-2022 – 3-1-2024

Program Components:

1. Cyber Security Awareness education for all FT & PT employees a minimum of twice per year. This can be via online modules, live sessions, other communications, or a combination of methods.

2. Cumulative cyber security awareness education of at least 60 minutes per FT & PT employee

3. Minimum of two phish testing campaigns per year with all FT & PT employees. A phish test template with a difficulty rating in the upper 25 percent of the platform's scale designed to test against a previous educational session is recommended.

Reimbursement:
EIIA will reimburse a portion of the institution's educational and phish testing platform costs up to $1,500 per institution.

Institutions that depart from the EIIA program are not eligible for any reimbursement.

Partial reimbursement is based upon the achievement of each program component.

Completion of each program component by 80% of FT & PT employees qualifies for reimbursement.

Reimbursements will be made retrospectively for the year using institution provided information shown below submitted via the March renewal questionnaire (RQ).

- Name of the cyber security awareness education and phish testing service provider
- Aggregate number of cyber security awareness training completions for all FT & PT EE
- Aggregate cyber security awareness training hours for all FT & PT EE
- Aggregate number of phish campaign emails distributed

200 S Wacker Drive, Suite 1325 Chicago, IL 60606
(800) 537-8410 | www.eiia.org

Evaluation: Achievement of the program components are based upon the following:

1) Conduct cyber security awareness training for all FT & PT employees at least twice per year

Achieved = *Aggregate number of cyber security awareness completions / 2*
≥
(Total FT & PT EE count reported in RQ-Crime) x .80

2) Cumulative cyber security awareness training of at least 60 minutes per FT & PT employee

Achieved = *Aggregate cyber security awareness training hours*
≥
(Total FT & PT EE count reported in RQ-Crime) x .80

3) Minimum of two phish testing campaigns per year with all FT & PT employees

Achieved = *Total Number of phishing emails sent / 2*
≥
(Total FT & PT EE x .80)

Payment: EIIA will issue a scorecard based upon the above evaluation using the institution-provided data. The institution is responsible for the accuracy and completeness of all data submitted in the RQ. *No adjustments to the scorecard or reimbursement due will be made due to data errors provided by the institution.*

Reimbursements will be paid in March based upon achievement of each of the three program components ($500 each; up to $1,500) in the previous calendar year.

Cyber Security Awareness Training & Phishing Resources: Members are free to use a cyber awareness training/phish testing platform of their choice under this program or conduct in-house education. Institutions performing in-house awareness efforts should keep records of the amount and duration of training throughout the year. Those using online platforms will have the data readily available. Currently many Members utilize Cyber Risk Aware (CRA), which was provided through the previous cyber carrier, or KnowBe4 as their platform. To assist Member institutions in need of an online training and phish testing resource, EIIA worked with both to provide Members a resource.

Safe Titan is a platform that was provided by EIIA's previous cyber carrier. To continue the partnership with EIIA, *Titan HQ has agreed to a $1,500 per institution flat rate based upon a 2-yr commitment*. Institutions will be required to engage with Titan HQ for a 2-yr agreement and be invoiced directly from the provider. Institutions utilizing the service to train and phish test employees based upon the qualification requirements and who submit the requested supporting information will be reimbursed the full cost.

See the Titan HQ website or Combat Human Cyber Security Risks for more information. To enroll or learn more, email sburke@titanhq.com. Be sure to include "EIIA Membership Offer" in the email to identify yourself as an EIIA Member.

200 S Wacker Drive, Suite 1325 Chicago, IL 60606
(800) 537-8410 | www.eiia.org

KnowBe4 is a platform that is well recognized and a pioneer in cyber awareness testing and phish testing. This is a platform that EIIA has utilized internally for years. *KnowBe4 has agreed to a 25% discount off their already discounted annual per seat rate for new members with a 3-yr agreement. Existing KnowBe4 clients are eligible for a 15% discount at the renewal of their agreement*. Institutions utilizing the service to train and phish test employees based upon the qualification requirements and who submit the requested supporting information will be reimbursed a portion of the cost.

See the KnowBe4 website for package information or contact James Hood, VP of SMB Sales, (727) 315-0491 or jamesh@knowbe4.com to discuss the service or enroll in the platform. Existing KnowBe4 clients should contact their KnowBe4 representative to discuss the pricing below. Be sure to identify yourself as an EIIA Member.

New KnowB4 Enrollment

New Customers: Total Per Seat Pricing: 3-yr agreement with EIIA discount	Gold	Platinum	Diamond
25-50	$46.98	$55.08	$65.88
51-100	$41.58	$48.60	$59.40
101-500	$33.48	$38.88	$49.68
501-1000	$30.78	$35.64	$46.44
1001-2000	$28.08	$32.40	$43.20
2001-3000	$25.38	$29.16	$39.96
3001-5000	$22.68	$25.92	$36.72

Discount

3-yr agreement = 20% discount from the 1-yr published rates
EIIA = Add 25% discount of the 3-yr price for Gold and above packages
SLED (Education) = Add 10% Discount from the 1-yr published rate

Existing KnowB4 Customers

Renewal Customers: Total Per Seat Pricing: 3-yr Agreement with EIIA Discount	Gold	Platinum	Diamond
25-50	$53.24	$62.42	$74.66
51-100	$47.12	$55.08	$67.32
101-500	$37.94	$44.06	$56.30
501-1000	$34.88	$40.39	$52.63
1001-2000	$31.82	$36.72	$48.96
2001-3000	$28.76	$33.05	$45.29
3001-5000	$25.70	$29.38	$41.62

Discount

3-yr agreement = 20% discount from the 1-yr published rates
EIIA = Add 15% discount of the 3-yr price for Gold and above packages
SLED (Education) = Add 10% Discount from the 1-yr published rates

200 S Wacker Drive, Suite 1325 Chicago, IL 60606
(800) 537-8410 | www.eiia.org

Non-Participation Surcharge: Members who fail to submit cyber security awareness or phishing data will be assessed a cyber requisite surcharge to their EIIA service fee based upon the schedule below.

FT & PT EE ***(based upon Crime RQ information)***	**Cyber Requisite Surcharge**
0 - 100	$1,500
101 - 250	$3,000
251-500	$4,500
>501	$6,000

200 S Wacker Drive, Suite 1325 Chicago, IL 60606
(800) 537-8410 | www.eiia.org