

The client's first cyber insurance quote came back at roughly \$30,000 a year, and they had no way to tell which answers drove the price. **The controls that could bring it down were already running.**

The Challenge

The client had never carried cyber liability insurance. Like most first-time buyers, they couldn't tell which of the insurer's questions moved the premium and which were boilerplate. The quote was just a number to accept or reject.

Underwriting has tightened, and the questionnaire is now a technical review, not a formality. A first-time applicant answering it without help usually ends up with the worst number.

Ransomware showed up in **88%** of breaches at small and midsize businesses in Verizon's 2025 report, with a median payment of \$115,000.¹

The Solution

MSI isn't an insurance broker and didn't sell or place a policy. As the client's managed services provider, MSI sat down with them and went through the insurer's questionnaire together.

MSI explained what each underwriting question was really asking, mapped every control requirement to what was already deployed under the managed services agreement, and coached the client through the underwriter's detailed follow-up questions.

That review is a standard part of how MSI supports clients. With it, the client could document the controls they had instead of leaving questions blank or guessing low.

Engagement Snapshot

CLIENT	Managed Services Client
SERVICE	Cyber Insurance Readiness
RELATIONSHIP	Full Managed Services
COST OF REVIEW	Included in Agreement

By the Numbers

\$14K estimated annual premium reduction, nearly half the original quote. It recurs at every renewal.

64% of all cyber insurance claims in 2024 came from businesses under \$25M in revenue.²

The Results

The \$30,000 quote came down to about \$16,000 a year, and the client has cyber coverage for the first time. The savings didn't come from a discount. They came from proving the security the client was already paying for.

"If you're filling out a cyber insurance application alone, you're probably underselling your security. Ask your IT partner to read the questions with you."

¹ Verizon, 2025 Data Breach Investigations Report, April 2025. ² Coalition, 2025 Cyber Claims Report (2024 claims data), May 2025.