# Game Changer:

Your customers need multi-factor authentication to buy cyber insurance

Another reason to start selling MFA: Cyber insurance providers overwhelmingly mandate authentication controls for businesses.

Why are cyber insurers requiring multi-factor authentication?

80% of data breaches involve the use of weak passwords or stolen credentials.[1] Identity-focused security controls are no longer optional and insurance companies know that. Underwriters are requiring policy holders to implement MFA to reduce the risk of payouts on policies and ensure profitability.
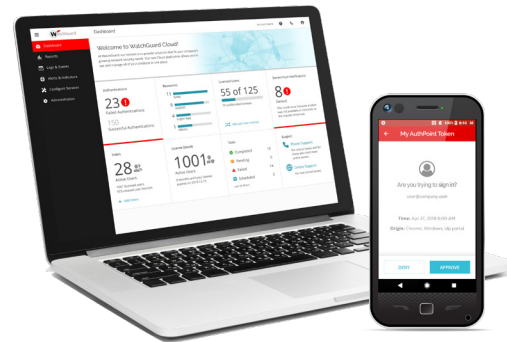
The cost of an attack vs. the cost of a policy

A malware attack can cost millions while the typical cost of cyber liability can range from $750-$8,000 per year.[2] In a world where access is based on user identity, any additional layer of security pays off.

Organizations' view on cyber insurance

As remote access becomes a top priority, more companies are either already paying for cyber insurance or planning to buy it.
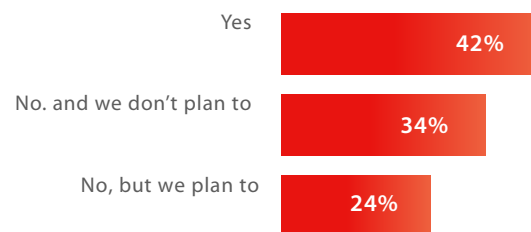
Does your organization currently have cyber insurance?

Yes	49%
No. and we don't plan to	26%
No, but we plan to	25%
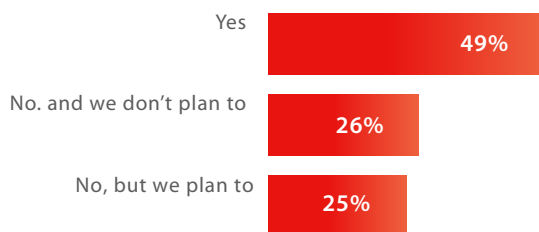
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Do you plan to buy cyber insurance in the next year?

Yes	42%
No. and we don't plan to	34%
No, but we plan to	24%

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[1]2021 Verizon Data breach Incident Report. [2]Techrepublic.com.

Key areas that require MFA to qualify for cyber insurance

Email access for all employees

Admin access to network infrastructure (routers, firewalls, etc.) including internal users and service providers

Remote/VPN access for employees, contractors, and service providers

Admin access to endpoints and servers including internal users and service providers

Identity protection is a game changer and AuthPoint has what you need to close your MFA deals

AuthPoint is a fully Cloud-Managed MFA solution that enables:

- Easy-to-use authentication
- Remote and VPN access protection
- Optimized productivity with web single sign-on access
- Risk-based authentication
- Adaptability to business needs / regulatory requirements

Level up your security race and start today.
Learn More about AuthPoint


About WatchGuard

WatchGuard® Technologies, Inc. is a global leader in network security, endpoint security, secure Wi-Fi, multi-factor authentication, and network intelligence. The company's award-winning products and services are trusted around the world by more than 18,000 security resellers and service providers to protect more than 250,000 customers. WatchGuard's mission is to make enterprise-grade security accessible to companies of all types and sizes through simplicity, making WatchGuard an ideal solution for midmarket businesses and distributed enterprises. The company is headquartered in Seattle, Washington, with offices throughout North America, Europe, Asia Pacific, and Latin America.

To learn more, visit WatchGuard.com.

THE WATCHGUARD UNIFIED SECURITY PLATFORM™

Network Security
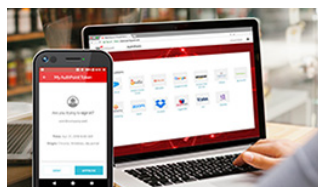
Multi-Factor Authentication

Secure Cloud Wi-Fi

Endpoint Security