

CLOSE ENCOUNTERS

IN THE INSURANCE SECTOR

mitigating risks between your 3rd & 4th party vendors

IMPROVING THE CYBER DEFENSES OF YOUR WEAKEST LINKS
SECURITYSCORECARD—GLOBAL LEADER IN CYBERSECURITY RATINGS
THE CYENTIA INSTITUTE—EXPANDING CYBERSECURITY KNOWLEDGE

Introduction

It's often said that cyber defenses are only as strong as the weakest link, which applies equally to individual organizations and their supply chains. Headlines of breaches stemming from third (and fourth) parties routinely testify to the truth behind the adage. As a result, most insurance firms know the risks imposed by these "close encounters" with third and fourth parties. But what can be done about those risks?

SecurityScorecard and the Cyentia Institute recently teamed up to analyze data collected on over 230,000 organizations for clues about the underlying conditions exacerbating third- and fourth-party risk. We measured the extent of digital supply chains, investigated the prevalence of security incidents among third- and fourth-party vendors, and explored the effects of that exposure to gain insights on better managing risk.

This document summarizes key findings from that research using a subset of the data focusing on 4,255 insurance organizations.

Data for this analysis comes from SecurityScorecard's [Automatic Vendor Detection](#) capability. Automatic Vendor Detection provides the industry's only cybersecurity risk score for your fourth parties and the entire supply chain.

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From the Headlines:

The [2021 CNA Financial ransomware incident](#) garnered attention after it was disclosed that the insurance giant paid a \$40 million ransom to restore its affected systems and data. The amount was 100 times higher than the average ransom in the preceding year and 10X that of the infamous Colonial Pipeline attack a few weeks earlier.

While the ransomware did not propagate to CNA via a third-party vector, it did surface concerns over downstream attacks. Insurers are high-value targets for cybercrime because they possess information that can be [exploited by ransomware gangs](#) to prey on policy holders.

Relevant to this research, the CNA ransomware incident illustrates the dangers of our increasingly-interdependent digital supply chain. Security incidents like ransomware attacks, data breaches, and network outages increasingly impact the broader supply chain, and our closest partners are often the most likely source. .

Digital Supply Chains in the Insurance Sector

Let's dive in and look at how the insurance sector stacks up against other industries on the four key measures about the extent of third-party relationships.

Column 1 shows the average¹ number of direct third-party vendors detected per organization. Insurance ranks near the bottom, with an average of 11 vendors (although 10% of firms neared the 100 mark²).

WHY DOES THAT MATTER? Each of those relationships represents exposure to various forms of cyber-related risk. Maybe customer data shared with a vendor is exposed when their systems are breached. Third-party tools might be compromised, giving bad actors a backdoor into your network. Or maybe the use of an insecure hosting provider tarnishes your reputation for security due diligence. The list goes on. Of course, having fewer vendor relationships doesn't necessarily mean less risk, because many factors are at play. For example, heavier regulation of insurance agencies generally translates into higher due diligence and compliance requirements when managing digital supply chains.

Instead of a per-organization metric, Column 2 looks at the aggregate view of third-party interconnectivity across industries. We can quickly see that the insurance sector supplies 0% of the vendor relationships in our data. This makes sense because insurance organizations tend to consume third-party IT services and software rather than provide them to other organizations.

We will hop over to Column 4, which compares the geographic diversity of third-party relationships. This is done by measuring the average number of countries represented among detected vendors. Doing business with a company in another country doesn't automatically increase or decrease cyber risk. However, it does expose organizations to new laws, security requirements, and other geopolitical issues. The insurance sector ranks slightly lower for geo-diversity, with digital supply chains spanning an average of 3.8 unique countries. That seems relatively intuitive, given the heavier regulations and scrutiny of vendors mentioned previously.

Each third-party relationship represents exposure to various forms of cyber-related risk – having fewer vendor relationships doesn't necessarily mean less risk.

¹The distribution of vendors detected varies greatly among organizations, so distilling it to an average value isn't ideal. The main report shows a fuller range of values for each sector if you're interested.

²If some of these numbers seem small compared with other sources you may have seen enumerating third-party relationships, keep in mind the methodology behind this particular dataset. These are vendors visible from outside-in scanning of an organization's internet-facing infrastructure. We're not conducting an exhaustive inventory of upstream and downstream vendors of all types. The presence of a vendor's code running on your website will be detected, but we have no idea who carries your packages—or cleans the office.

Column 3 shifts the focus from third parties to the explosion in fourth-party relationships. To measure this, we counted the number of third parties for each organization and the total number of organizations each of those third parties was connected to (i.e., fourth parties). We then used those tallies to calculate a third-to-fourth-party growth multiplier for every organization. Given the number of third-party vendors detected, the typical organization has indirect relationships with 60 to 90 times the number of fourth parties. In this instance, we can see that the insurance sector falls towards the bottom of that range, with an average fourth-party growth rate of 69.1x, placing it at the bottom among all industries.

If you're looking for more insight into common technologies represented in the third- and fourth-party relationships we detected, you can find that (and more) in the full report.

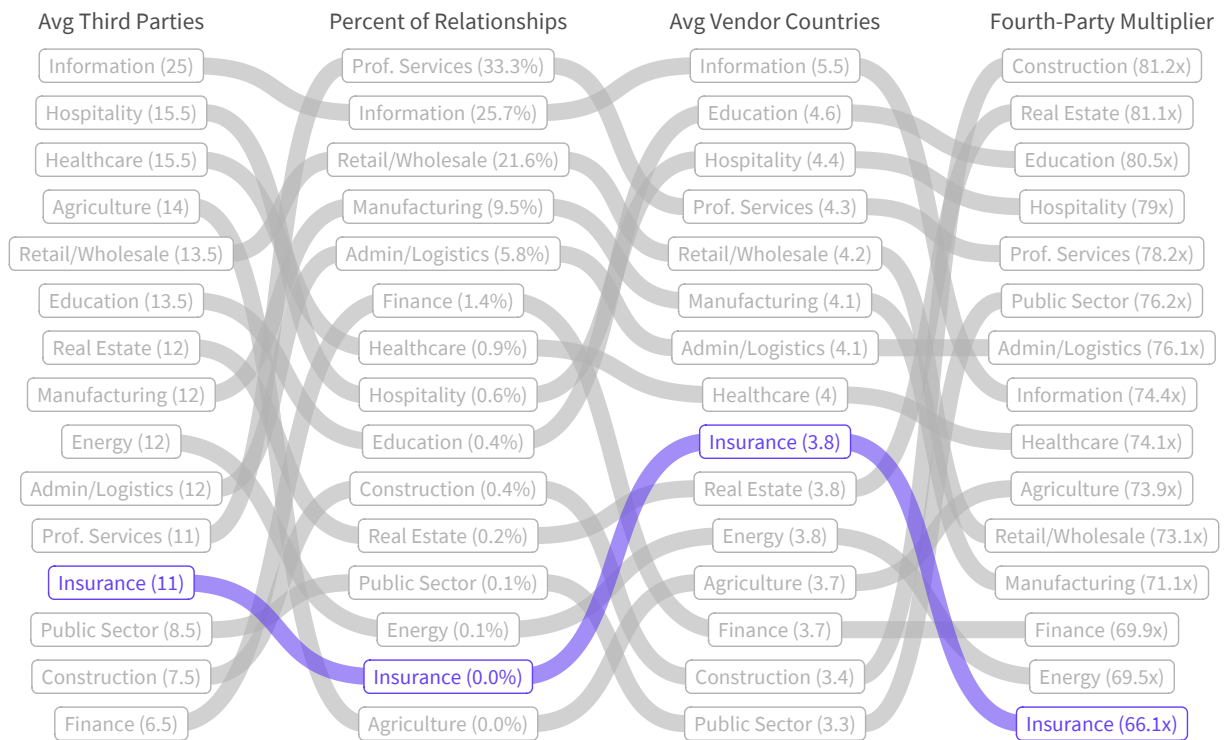


Figure 1: Comparison of key stats on digital supply chain relationships across sectors

Security in the Digital Supply Chain

Given the third- and fourth-party interdependencies we've observed thus far, it stands to reason that those relationships have ramifications on cyber risk for both individual organizations and their broader supply chains. An organization that invests a great deal of effort in securing its own infrastructure could see those efforts undermined by vendors that don't maintain a similar level of security. Thus, we want to bring up a critical question: **ARE INSURANCE ORGANIZATIONS MORE OR LESS SECURE THAN THEIR PRIMARY VENDORS?**

Although we can't answer that question specific to your organization in this study³, we can address it generally across the 235,000 organizations in our sample. We leverage ratings determined by SecurityScorecard as our measure of security posture for all first-party organizations and their third-party vendors. Figure 2 compares the breakdown of scores for each group.

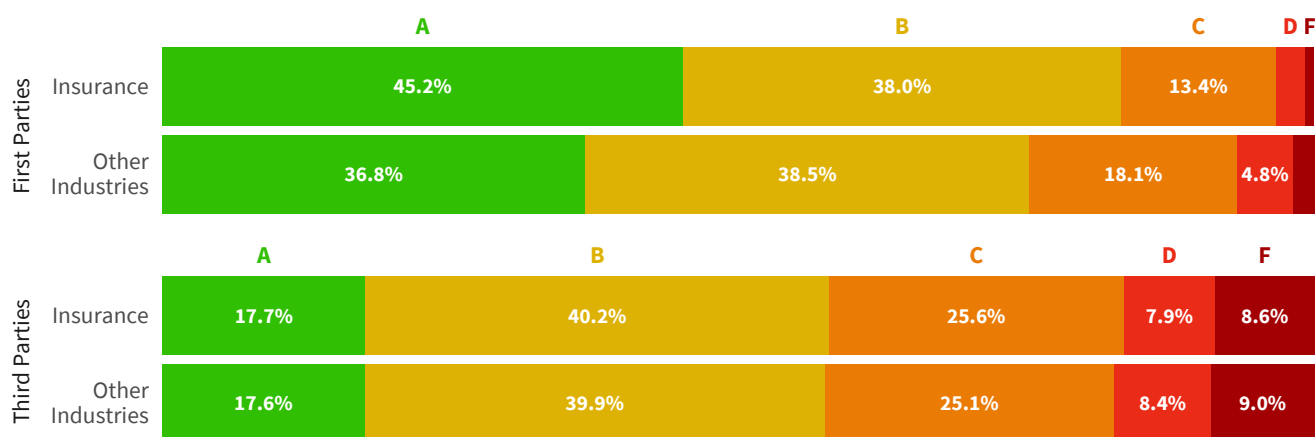


Figure 2: Comparison of security posture ratings for first and third parties

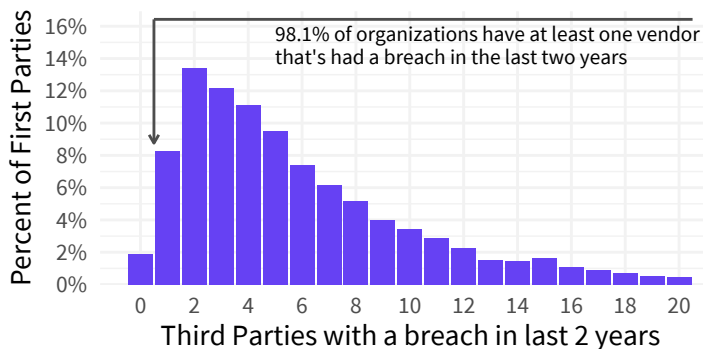
The results justify concerns regarding the security posture of third-party vendors. More than twice the proportion of insurance organizations achieve the highest security rating of A compared to their third-party vendors (45.2% vs. 17.7%). On the other end of the rating spectrum, third parties are about 14 times more likely to receive an F on their scorecard than the agencies they supply (0.8% vs. 8.6%). This is not great news, but not entirely unexpected for those familiar with third-party risk management. Plus, the findings for the insurance industry in Figure 2 mirror what we see in other industries.

At this point, you may be thinking, “Who cares about third-party security grades—breaches are what really matter to my organization!” SecurityScorecard had the same question in mind when their [analysts determined](#) that firms with poor security ratings were up to 7.7 times more likely to experience a breach.

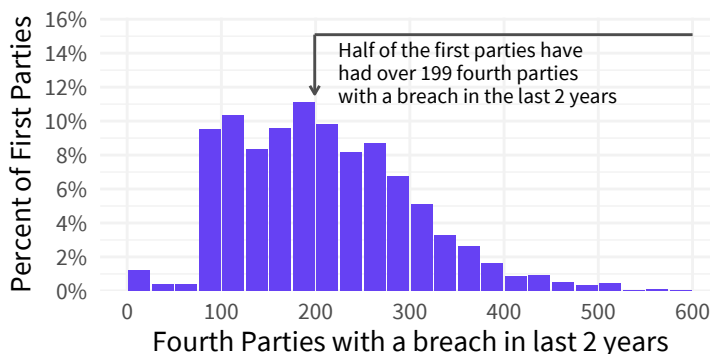
³But you CAN begin answering this question for your organization with a free [SecurityScorecard account](#).

Breaches in the Digital Supply Chain

The top chart in Figure 3 presents a statistic that hammers home the point about organizational interdependence and exposure to cyber risk: 98.1 percent of insurance organizations have a relationship with at least one third party that has experienced a breach in the last two years.



The bottom chart contains another equally jarring statistic: Half of all agencies have indirect relationships with at least 199 fourth parties known to have had breaches in the last two years.



This does not mean that those organizations were involved or impacted by those breaches. It doesn't even mean that the nature of the relationship between the victim and its third parties is such that the breach could propagate them. But it does mean that nearly every insurance organization is at least indirectly exposed to risk through circumstances outside their control.

Figure 3 (left): Exposure to breaches via third (top) and fourth (bottom) party relationships

SO, WHAT DOES THIS ALL SIGNIFY?

Third- and fourth-party vendors have become necessary for organizations' digital supply chains, but that doesn't mean your organization is one moment away from becoming a headline. What it does mean is that organizations in the insurance sector must be aware of the third- and fourth-party relationships they do have and maybe even consider putting rules and processes in place to ensure that those connection points stay secure. Keeping up to date on patches and updates, as well as having a point of contact with your third parties, can be a good way to ensure your organization is doing as much as it can to keep its cyber risk in check.

To learn more about how you can mitigate your cyber risk across 3rd & 4th party relationships, read the full report.

