

Efma-Capgemini Financial NewTech Challenge 2021!

Introducing BCyber and GRACE

BCyber and the GRACE Team

Established in 2018 BCyber is founded on the spirit of innovating and creating market relevant solutions that are cost effective, agile and easy to use. We want to support the Broker to become more than just product sales - we help them to become trusted cybersecurity knowledge leaders. We want to take the Small and Medium Enterprise's (SME) cyber risk mitigation program to the next level.

Through the **G**overnance, **R**isk management, **A**ssurance, **C**ompliance and **E**ducation – “GRACE” portal, BCyber provides solutions that are interactive and collaborative. Working with business to review and harden their cyber risk prevention programs, mitigate insurable risk to decrease premium and risk of payout.

GRACE houses proprietary, third-party sourced solutions and client supplied content - we work with clients to choose the most appropriate options to address their needs, be it cyber awareness education, policy assistance, technical resources or data collection and project management.

The BCyber Team



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The Problems

How to service the Small, Medium Enterprise (“SME”) market in a cost-effective manner without negatively impacting client experience, staff costs, risk exposure?

How do Brokers transition from being seen as “just product sales” to trusted “cybersecurity knowledge leaders”? Without breaking the bank?

How do SME’s mitigate cybersecurity risk, easily and cost effectively?

SME Pain Points

- Manual forms
- Static collection of data
- Same information requested multiple times
- Phone queues too long with limited to working hours
- Don’t know where to start to address their cybersecurity risk
- Can’t afford all the services they need to manage risk and keep premiums manageable
- Don’t know where to start

Broker Pain Points

- Multiple copies of documents saved in multiple locations
- Key person knowledge dependencies
- SMEs have high cost to service with low ROI
- Hard to stand out for reasons other than cost in a homogenised market
- Static collection of data
- Scaling-up SME services result in increase cost base

The Solution

BCyber's **G**overnance, **R**isk management, **A**ssurance, **C**ompliance and **E**ducation (“GRACE”) portal delivers deepened relationships, cyber educated clients (decreasing risk exposure), minimised “cost to serve” and excellent client service.

GRACE provides a central portal of truth for internal stakeholders (e.g. SME) and external stakeholders (e.g. Broker) enabling cybersecurity risk mitigation via tailored data capture and assessment, cyber education, curated communication and governance support:

- ✓ Easy to use, cost effective and agile with tailored content and access levels reflective of your needs. Your staff and clients have a single source of Cybersecurity truth
- ✓ Curated modules - mitigating insurance risk through GRACE’s education and governance programs
- ✓ Interactive risk assessment capabilities, no more spreadsheets, or paper applications and track progress through internal audit capabilities
- ✓ Improve user experience via NLP trained conversation agents with easy human interface – clients and staff self educate. Greater cyber awareness knowledge helps strengthens the human cyber walls and decreases underwriting risks
- ✓ An integrated toolkit with pre-built automations enable streamlined information collections and communication

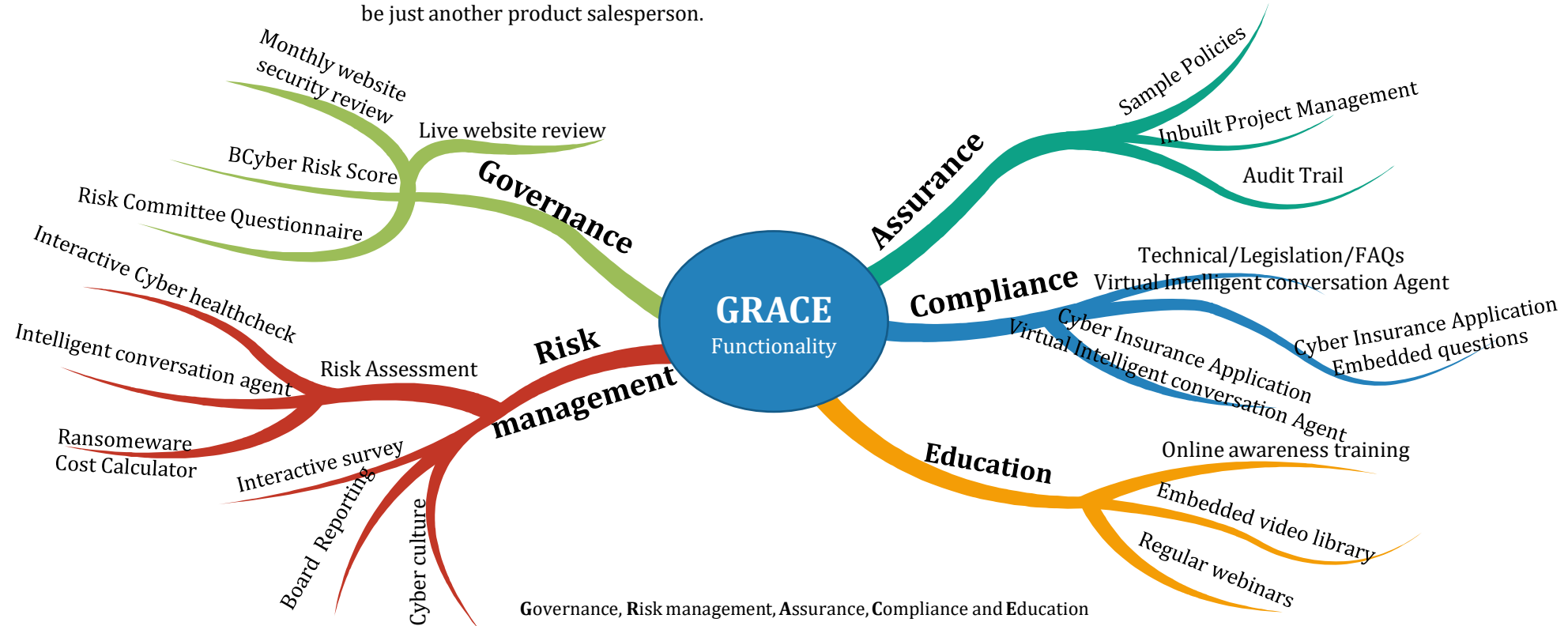
Understanding GRACE

Using a transdisciplinary approach, GRACE provides cyber risk management mitigation empowerment to multiple stakeholders, by curating module content access - SME clients and their Brokers have the same information view. No more multiple out of date documents housed across multiple locations and importantly no more version control issues.

Stakeholders use GRACE as a centralized source of truth and education - addressing knowledge and risk pain-points via fully trained conversation agents that seamlessly move to human interface, 24/7 supported via messaging services, means users choose the time, place and medium they use for queries, completion of applications/breach reporting, outbound message blasts - encrypted messaging servicing won't go down when you need them most eg during ransomware attacks, traditional email does.

Distributed and/or provided by Broker brokers to SME clients:

- GRACE empowers SMEs to identify and mitigate cyber risks
- GRACE provides a new way to support and understand Broker clients, manage your own premium risk and underwriting exposures.
- GRACE helps Brokers create client advocates - become a trusted service leader in an increasingly homogenized marketplace don't be just another product salesperson.



Governance, Risk management, Assurance, Compliance and Education



Next step.... Contact BCyber



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