

SUCCESS STORY

# How one UK business saved £45k on their cyber insurance premium by upgrading with ESET

Mid-size UK-based law firm  
(Approx. 100 endpoints)

 Digital Security  
Progress. Protected.



## Customer

**Company X was an existing ESET customer: a mid-size UK-based law firm with around 100 endpoints.**

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### Why did they come to ESET

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There's no hiding from the fact that insurance premiums across the board are rocketing – and cyber insurance is no exception.

With cyber risk cover becoming more relevant in the complex threat landscape, organisations are discovering that, without a certain level of cybersecurity, the cost of their insurance premium can make a considerable dent in their finances.

Company X found that their annual premium for appropriate cyber insurance coverage would come in at £60k.

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### How did ESET provide a solution

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ESET's cyber consultants carried out a review call with the customer where they worked through the customer's cyber insurance requirements. This included an XDR platform, multi-factor authentication, vulnerability scanning & patch management, and more.

ESET suggested ESET PROTECT Elite to the customer. This covers all the cyber insurance requirements and provides documentation to show the company's secure cybersecurity posture to the insurance provider if needed.

The law firm returned to the insurance company with ESET PROTECT Elite and their annual premium was reduced 75% - from £60k to £15k.

The law firm went ahead with the 1-year subscription upgrade to ESET PROTECT Elite and now enjoys a level of protection that they thought they would be unable to afford, by balancing insurance premium payments with world-class prevention and protection technology from ESET.

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**Progress. Protected.**

## By the numbers - This is a big win

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### Before

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- ESET PROTECT Complete – 1-year subscription ~ £2k
  - Cyber insurance premium quote – 1-year ~ £60k
  - Total cost to the business ~ £62k
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### With ESET PROTECT Elite

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- ESET PROTECT Elite – 1-year subscription ~ £4k
  - Cyber insurance premiums – 1-year ~ £15k
  - Total annual cost, of cyber risk management, to the business ~ £19k
  - Partner margin increased by ~ 100%
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## Total saving to the business over the next 12 months ~ £43k

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With this significant saving from one simple cost adjustment, it's clear that organisations can get the digital protection they need, without breaking the bank.

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