

Enterprise Appetite Guide

Appetite Guide for Enterprise Business (>\$250m Revenue)



Target Business

- Financial Institutions
- Retail and Hospitality
- Construction and Engineering
- Manufacturing [with strong BCP]
- Property Owners and Developers
- Wholesale [Distribution Outsourced]
- Agribusiness
- Mining [excluding thermal coal and risks with autonomous vehicles]



Selective Appetite

- Professional Services
- Healthcare
- Education
- Technology Firms [up to \$1bn rev]
- Government Owned Corporations
- Local Governments
- Hotels
- Aged Care Facilities



Limited Appetite

- Airlines
- Adult Content
- Critical Infrastructure / Power Gen
- Federal and State Governments
- Hospitals
- Logistics & Freight-forwarding
- Exchanges Platforms
- Petrochemical
- Telecommunications and ISPs
- Payment Processors
- Mass Transit
- Military / Defence

Enterprise Appetite Guide

Appetite Guide for Enterprise Business (>\$250m Revenue)



Minimum Cybersecurity and Risk Governance Controls

- Multifactor authentication for all remote access, email inbox access, and O365/M365 (if applicable)
- Strong patch management procedures
- Strong privileged access controls (role-based access control and principle of least privilege)
- Back-ups stored securely, preferably offline and encrypted
- Back-ups tested annually
- Incident Response Plan, Business Continuity Plan, and/or Disaster Recovery Plan tested annually (ideally including ransomware scenarios)



Preferred Cybersecurity Controls

- Risk-based network segmentation to prevent lateral movement
- Next-Gen Antivirus and Endpoint Detection & Response
- Penetration tests conducted annually
- EOL software isolated from wider network
- 24/7 Security Operations Centre (Own or via MSSP)
- SIEM and audit log retention of at least 90 days
- PII and sensitive data encrypted
- Application Whitelisting