

Checklist: Are You Cyber-Insurable?



You know cyber-insurability is crucial to your MSP, but do you meet cyber-insurance standards? Are you cyber-insurable? Answer the questions below and total your score for a self-assessment and to identify areas for improvement.

- 1. Can you demonstrate proof of regular backup testing?**
 - Yes, with automatic backup testing and custom-generated backup reporting. (+3)
 - Yes, with manual backup testing and hand-generated results. (+2)
 - No. (+1)
- 2. Can you demonstrate proof of regular disaster recovery testing?**
 - Yes, with automatic, pre-configured runbooks and frequency documentation. (+3)
 - Yes, with manually implemented disaster recovery tests and hand-generated reporting. (+2)
 - No (+1)
- 3. Do you have visibility into backup management through reporting and dashboards?**
 - Yes (+3)
 - Some (+2)
 - No (+1)
- 4. How many backup and disaster recovery solutions and vendors are in your stack?**
 - 1-2 (+3)
 - 3-4 (+2)
 - More than 4 (+1)
- 5. What kind of backup technology are you using?**
 - Chain-Free (+2)
 - Chain-based (+1)
- 6. How often is automation used in your backup and disaster recovery processes?**
 - More than 50% (+3)
 - About 25% (+2)
 - Less than 15% (+1)
- 7. Can your backup solution automate self-healing after a backup failure?**
 - Yes (+2)
 - No (+1)
- 8. Do you use custom alerting and escalation rules for risk mitigation?**
 - Yes (2+)
 - No (+1)

9. Do you have ransomware roll-back or permanent data deletion protection enabled?

- Yes (+2)
- No (+1)

10. Are your or vendor's data centers SOC II Type II certified?

- Yes (2+)
- No (+1)

11. Do you have multi-factor authentication (MFA) on all administrative access and privileged accounts?

- Yes (+2)
- No (+1)

Point Total _____

20-27 points = Cyber-Insurable and Proud!

If you don't already have cyber insurance, your MSP is ready to start evaluating policies and applying for protection. You've got the cybersecurity, risk mitigation, and business continuity strategies carriers want to see from MSPs. With your level of automation and consolidation, proving your capacity to meet standards will be simple and efficient for ongoing protection, support, and guidance in the event of a cyber incident.

15-20 points = Almost There...

Consider what's keeping you from becoming cyber-insurable and identify the lowest-hanging fruit. Automation is powering many features that make cyber-insurability possible, so if that's not available in your current BDR solution, you may be inhibited by a legacy product. If you have multiple solutions and vendors in your stack, visibility into backup and disaster recovery systems may be limited. As you move toward cyber-insurability, evaluate your solutions as well as you're using them. Don't be afraid to explore your options in the market – making a switch could get you more than just cyber insurance.

Below 15 points = Time to Make a Switch.

Unfortunately, your backup and disaster recovery solution might be unequipped to deliver the modern requirements of high-risk businesses like MSPs. BDR solutions that fail to provide the business enablement necessary for cyber-insurability pose a significant threat to your business. Backups are in danger of failure, disaster recovery is slowed, operational costs are high, and if customers haven't started to notice, they soon will. It's time to upgrade from legacy BDR to comprehensive BCDR.

Ready to learn more about how Axcient's automated backup integrity checks and Virtual Office for DR Plan testing can make your MSP cyber-insurable? Read [Cyber Insurance Requirements for MSPs: How Axcient automation improves cyber insurability](#). Ready to see the features in action? [Set up a 1:1 Demo](#)

ABOUT AXCIENT:

Axcient is an award-winning leader in business continuity and disaster recovery for Managed Service Providers (MSPs). Axcient x360 provides one platform for MSPs to Protect Everything™, and includes BCDR, Microsoft 365 and Google Workspace backup, and secure sync and share. Trusted by more than 3,000 MSP partners worldwide, Axcient protects business data and continuity in the event of security breaches, human error, and natural disasters.

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