Build your security confidence yes

Optus and BitSight are working together to empower businesses with the insight needed to seamlessly identify and measure cyber risk.

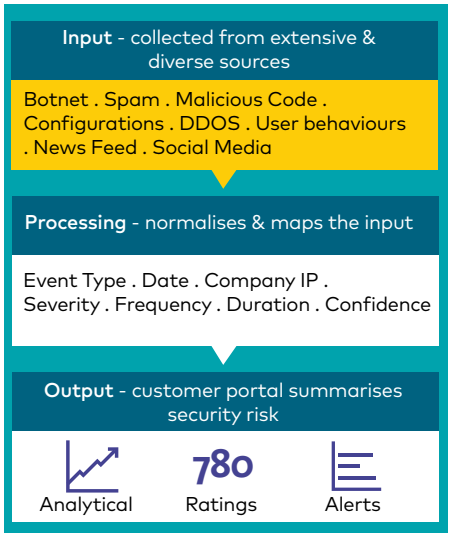
How are companies using BitSight security ratings?

- **Benchmarking security performance -** understanding relative cyber security performance and communicating strategic objectives across the enterprise
- **Managing risk posed by third parties -** effectively monitoring and identifying issues within the information supply chain
- **Underwriting cyber insurance -** better understanding of the security performance of applicants and insureds

Security Ratings powered by BitSight are a measurement of an organisation's security performance. Much like credit ratings, BitSight Security Ratings are generated through the analysis of externally observable data.

Armed with daily ratings, your organisation can proactively identify, quantify and manage cyber security risk throughout its ecosystem.

Unlike existing security assessment tools that examine a company's policies or conduct periodic scans, security performance is continuously measured based on evidence of observed security events and diligence data, providing an objective, evidence-based measure of performance. This data-driven, outside-in approach requires no information from the rated entity. Using the Security Rating, your organisation can enhance security risk management with a continuous outcome based model that is both effective and efficient.



This diagram depicts how Security Ratings are calculated and shared in the BitSight Platform

How are security ratings calculated?

Security Ratings range from 250 to 900. The higher the rating, the more effective the company is in implementing good security practices.

The ratings are calculated using a proprietary algorithm that analyses and classifies externally observable data. They are generated based on three classes of data – security events, diligence data and user behaviour.

Security events observed by BitSight represent evidence of cyberattacks. Examples of security events include communication with known botnets, spam, malware and more. Although a security event may not equate to data loss, each one is an indication that the organisation has been compromised in some manner.

Diligence data points are an indicator of whether the company has taken steps to prevent an attack. BitSight analyses security configurations such as SSL, SPF, DKIM, DNSSEC and more to measure the company's effectiveness in implementing these controls. Proper email server configuration, for example, can help prevent email related attacks and indicates the company has employed good risk management practices.

OPTUS | BITSIGHT The Standard in SECURITY RATINGS

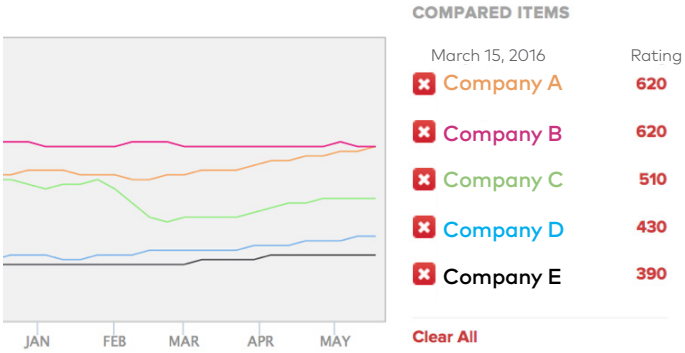
Security ratings for benchmarking

Enabling your business to objectively measure, compare and mitigate security risk.

Faced with a constant stream of evolving threats, businesses spend millions of dollars annually on people, processes and technologies to protect themselves against cyber risk. However, they often have little visibility into the success of these investments. Without a quantified baseline, continuous measurement, and comparative data, executives find it tough to measure the impact of risk mitigation efforts. In order to proactively mitigate risk, they need automated tools that continuously measure and monitor security performance.

BitSight Security Ratings for Benchmarking enables you to quantify your organisation's cyber risk, measure the impact of risk mitigation efforts, and benchmark your performance against industry peers. BitSight provides a detailed view into security events and diligence data. By benchmarking security performance, you can better communicate key performance indicators to the board while simultaneously providing risk and security teams with actionable information to address serious issues.

With this Ratings service you can manage risk, measure improvement and make business decisions based on continuous insight into security performance.



BitSight Security Ratings help businesses understand relative cyber security performance and compare performance to industry averages and peers.

Benefit

Quantify Security Performance: Use objective, data driven ratings to measure the impact of your security program. Make educated investment decisions to reduce risk.

Benchmark Performance: Compare your security performance against that of your industry and individual peers or competitors across the globe.

Remediate Security Issues: With alerts and actionable information, from malware types to IP addresses, you can identify and remediate potentially harmful security issues.

Security ratings for vendor risk management

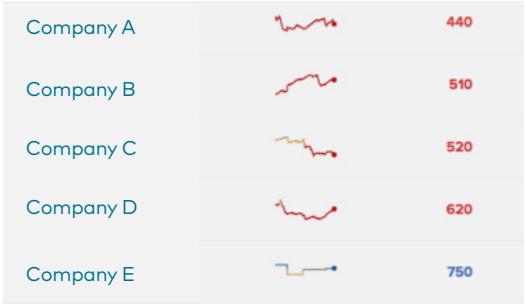
Empowering your business with the insight needed to proactively quantify and mitigate vendor risk.

Whether your organisation has to manage an abundance of third party vendors, potential new clients, business partners or acquisition targets, continuous visibility into their security performance is crucial.

With new threats emerging daily, managing vendor risk is becoming increasingly critical to protecting your assets. Understanding the associated risk with your vendors on an ongoing basis can be challenging and expensive. Questionnaire-based assessments are important but insufficient, as they are static and subjective. Point-in-time penetration tests can be costly and do not reflect on-going risk.

BitSight helps to solve the complex problem of vendor risk management from a cybersecurity perspective. BitSight Security Ratings for Vendor Risk Management deliver timely, data-driven analyses of your vendors' security performance. The BitSight platform continuously analyses and rates the security posture of companies, all from the outside. New ratings are generated on a daily basis, giving you continuous visibility into the security of your assets.

With the ability to drill down into the security details used to generate an organisation's rating, you can have intelligent, data driven conversations with your vendors about their security posture.



BitSight Security Ratings help businesses to manage third-party risks by continuously monitoring the security performance of third party vendors.

Benefit

Align Risk Management with Business Objectives: Make data-driven risk decisions and efficiently focus resources on the areas of most significant risk. Compare your vendors' ratings against each other and industry averages. Create partner groups based on business objectives and manage risks separately for each group.

Take Action to Protect Your Assets: Receive alerts on significant changes in ratings. Arm yourself with evidence of security events on partner networks. Conduct intelligent and credible conversations with your vendors and partners on protecting your assets.

Reduce Risk, Cost Effectively: Get started without installing any new hardware or software. BitSight Security Ratings for Vendor Risk Management are delivered as a SaaS offering. Identify, quantify, and mitigate risk without any input from you or your vendors.

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Security ratings for cyber insurance

Smarter, faster risk decisions.

Cyber insurance is a fast growing industry, with demand outstripping supply. With a lack of actuarial data, insurers need actionable insights into the security posture of applicants. Ratings for Cyber Insurance provides insurers with a historical record of an applicant's security performance along with the ability to continuously monitor companies beyond the application process. Insurers and brokers can gain insight into the relative performance of a company's security program in relation to peers and industry averages. In addition, BitSight has specialised features designed for underwriters such as policy notes and folder dashboards. For companies looking to purchase cyber insurance, Security Ratings can be used to demonstrate a proven track record of security performance and negotiate comprehensive coverage and lower premiums.

BitSight provides an easy to understand rating along with a comprehensive report, including 12 months of historical data and comparisons with industry benchmarks. Armed with this objective analysis, insurers can make informed underwriting decisions as well as provide tools to help policyholders mitigate risk.

Benefit

Improve Underwriting Effectiveness: Set underwriting thresholds based on security ratings and dramatically increase the speed and effectiveness of the underwriting process.

Reduce Loss Ratios: Alerts on sudden changes in security performance allow insurers to proactively address security events on their insured's network or extended ecosystem before a claim occurs.

Provide a Value Added Service to Insureds: By offering policyholders access to the BitSight platform, or easily generated reports, insurers provide valuable and actionable information to insureds.

Conduct Comprehensive Portfolio Analysis: With dashboard views and folders, insurers can easily segment and track the security performance of insureds, prospective insureds and their vendors to better understand and mitigate cyber liability risk.

Stay on guard with Optus

Optus Business provides a broad range of telecommunications and ICT solutions, with security at the core. In conjunction with best of breed partners our solutions help protect your organisation. Our partnership with BitSight enables objective on-going measurement of the effectiveness of your security initiatives.

We know trust is a vital component of every organisation's security regime. You can depend on Optus Business to provide peace of mind to your team, your stakeholders and your customers.

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