



Safeguards Rule Compliance Solution: Zurich's three-step approach



The Challenge

As part of the FTC Safeguards Rule, all dealerships are required to demonstrate compliance with the new rule by December 9, 2022. The rule requires all dealerships to develop and implement an information security program that helps ensure customer information is well protected through technical controls, physical protections, and program governance.



How to comply? Here is Zurich's solution

Zurich's experience with cyber risk at dealerships, and across multiple industries, enables us to support you in understanding cyber exposures, determining gaps in controls, and developing an actionable plan for improvement. The Zurich solution set utilizes interview-based and technical validation to review the dealership's adherence to all nine core elements of the Safeguards Rule. The deliverable will be a comprehensive report outlining the strengths and weaknesses of your cyber security program, and the steps needed to achieve compliance with the Safeguards Rule.



The Benefits

1. You will confidently progress towards compliance with the Safeguards Rule and will be well-equipped with the necessary knowledge and tools to meet and maintain compliance.
2. You will gain the ability to harden your cybersecurity defenses to prevent or mitigate potential cyberattacks.

Nine core elements of the Safeguards Rule

All dealerships are required to follow a prescribed approach to cybersecurity, including:

- 1 Designating a Qualified Individual
- 2 Conducting a risk assessment
- 3 Designing and implementing cybersecurity controls, including access control, asset inventory, encryption, risk review of apps, multifactor, authentication, disposal of customer data, evaluation of changes to the network, and logging of user activity
- 4 Monitoring and testing safeguard effectiveness
- 5 Training staff on cybersecurity
- 6 Monitoring service providers
- 7 Keeping information security program current
- 8 Creating an incident response plan
- 9 Reporting to the board of directors

Why is cybersecurity so essential?

According to a Total Dealer Compliance survey, approximately 84% of consumers would not return to buy another car from a dealership after their data had been compromised.¹

Our three-step process



Cybersecurity program evaluation and technical testing.

Expert interviews, review of protocols, and tailored technical validation.



Provision of key elements, training, and other components to help achieve compliance.

Customized security and awareness training, role guidance for Qualified Individuals and others.



Report and presentation of gaps.

A tangible action plan, board and senior management reporting.

Engagement timeline and requirements

The Zurich Compliance Solution can typically be completed within 45 days for a dealer group (up to 2 rooftops) and requires an investment of just a few hours from the dealership's IT/information security team.

We deliver results

The expert team at Zurich Resilience Solutions, together with SpearTip, offers a comprehensive approach to each element of the Safeguards Rule. Our approach includes an objective assessment and follow-through support needed to achieve and maintain compliance.

Where do you go from here?

To discuss your cyber security program, contact us at CyberRE@zurichna.com

1. Second Annual Car Dealership Survey, Total Dealer Compliance. June 2015. <https://www.totaldealercompliance.com/Computer%20Security%20Press%20Release.pdf>

Zurich

1299 Zurich Way, Schaumburg, IL 60196-1056
800 382 2150 www.zurichna.com

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