

# Do you have the vulnerability that could destroy your business?

**Bob Stokes and the First Watch team protect your organisation from cyber-crime. And if you don't think you're at risk, just read this.**

Bob's background in automation engineering led him to found Combined Technologies Ltd, parent company to First Watch Ltd, nearly two decades ago. Over time he's witnessed the marriage of OT (operational technology producing goods and services) and IT. He's also seen many failures in this area, caused by the two systems not functioning in the same secure environment. As OT and IT integration ramps up, the chinks in a business's armour grow, particularly for manufacturers and infrastructure providers.

This vulnerability is set against the global insurance market now limiting its exposure to what they call 'silent cyber risk'. Increasingly insurers are removing cover for physical damage as a result of cyber-attacks. Businesses need to know the weak points in their production chain and how to eliminate them, and if the worst happens, what they are covered for.

Demand for First Watch's services is booming and the company has seen real growth in the past 18 months. 'Decision-makers have become aware of the need to safeguard their enterprises' digital assets, and the sort of injury a cyber event could cause', Bob says. 'Many start the process thinking that their systems are pretty bulletproof, but they seldom are.'

First Watch identify their customer's weak points, fix issues and provide a managed service monitoring for future problems. They have their customer's back. To do what they do, First Watch needs an insurance partner that has *their* back, and that's why First Watch choose to work with Frank.

If you want to put Bob's team of techies to the test and see how long it takes them to breach your technology infrastructure, give First Watch a call. Better them than the criminal underworld! If you need an insurance partner that works for you – not the insurer, and always has your back, call Frank.

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risk management



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INDUSTRIAL CYBER SECURITY