AESA   **USI**®

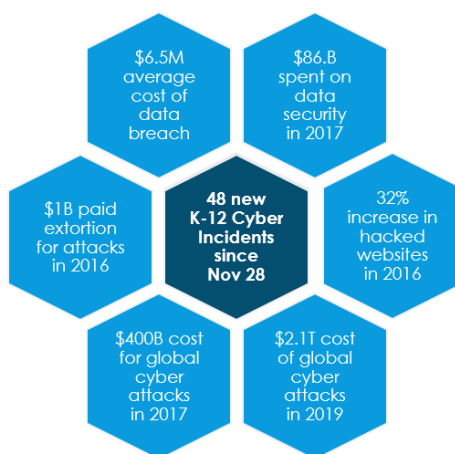Happy New Year from the USI Team!

We hope everyone had a wonderful holiday season with their friends and family and that 2018 is off to a great start!

As we look toward 2018, we are thrilled to partner with the AESA and continue to develop relationships with members of the association. We strongly believe in the AESA's mission and the value of collectively working together to improve our education system!

Thank you to those who attended our breakout session in San Antonio! With the number of concurrent sessions, we realize some were not able to make it and we would like to provide a recap of what we shared:

CYBER ATTACKS AHEAD

Cyber Insurance Need—We Heard You!

$6.5M average cost of data breach

$86.B spent on data security in 2017

$1B paid extortion for attacks in 2016

48 new K-12 Cyber Incidents since Nov 28

32% increase in hacked websites in 2016

$400B cost for global cyber attacks in 2017

$2.1T cost of global cyber attacks in 2019

A   No doubt the statistics point to real and serious cyber threats

B   We spoke to many of you that were looking for cyber solutions for your own organizations and the school districts you support

C   We tasked ourselves with developing a cyber security and insurance solution that adds significant value to protect against cyber attacks AND to respond in the event an attacks occurs

$ You can help your school districts in protecting against cyber attacks AND create a found revenue opportunity for your organization

OMNI

- Proprietary data analytics
- Knowledge engine with proven solutions
- State of the art benchmarking of current program
- Focus on reducing total cost of risk

Audit

USI representatives will complete an in depth review of your current program, looking for areas of coverage improvement and cost savings

Learning Experience

- Combines data analytics from OMNI with Audit
- AESA members learn the nuances their program
- USI improves coverage with focus on reducing costs

USI has a team dedicated to helping AESA members with their commercial insurance and employee benefits programs. Our unique process, the **O**mni **A**udit **L**earning **E**xperience **(OALE)**, combines proprietary data analytics with industry expertise to show members how to reduce costs and improve coverage in their program.

We'd love to hear from you! Please contact Steve Mitchell (steve.mitchell@usi.com) or Cam Schilling (cam.schilling@usi.com) to find out more about the AESA's Cyber Program and the OALE!