SPECTRA

CASE STUDY

CTS

Managed Service Provider • Brooklyn, NY • Education Focused

KEY RESULT

$6,000

Saved on E&O renewal.
Coverage increase from $3M to $5M

L2 CERTIFIED	$6,000 Savings	$3M TO $5M	17% SAVINGS
Business Advantage	On own E&O premium at renewal	67% more coverage for a lower premium	Expected 8% increase in premium

THE STORY

THE CHALLENGE

CTS is the premium MSP serving charter schools in New York City. Charter schools question every cost. CTS was looking for a way to prove that their cybersecurity posture was a differentiator beyond their own words.

THE SOLUTION

SPECTRA independently reviewed and verified CTS's security controls. Bryan Lukralle, CSO, had one reaction: "This was clearly not a waste of time." CTS certified at Level 2.

THE RESULTS

SPECTRA's insurance partner quoted $25,000 for the same $3M coverage, a 37% reduction. CTS chose to upgrade to $5M in coverage for $30,000, still saving 17% from what they had been paying.

HOW CHARTER TECHNOLOGIES USES SPECTRA TO STAND APART

Bryan Lukralle has been in the MSP industry for 18 years. He has heard the pitches. When a GRC partner introduced him to SPECTRA, what changed his mind was not the sales conversation. It was the audit.

CTS serves over 100 charter schools, non-profits, and commercial clients across eight states from their base in Brooklyn. Bryan had already put CTS through SOC 2 Type 1. Nobody required it. He did it because he wanted someone other than himself to attest to what CTS actually does.

"It was pretty extensive," Bryan says of the SPECTRA audit. "This was clearly not a waste of time."
CTS certified at Level 2. SPECTRA works with insurance brokers who take the certification to carriers that price the policy on verified controls, not a generic questionnaire. SPECTRA's insurance partner had one question for Bryan. Had he run the numbers for CTS itself?

They had been paying $36,000 in premium with their existing insurer for a $3 million cyber E&O policy and Bryan was expecting an 8 percent increase at renewal. SPECTRA's insurance partner offered two coverage options. $25,000 for the same $3 million coverage, a 37 percent reduction. Or $30,000 for $5 million in coverage, still 17 percent less than what they had been paying. CTS took the $5 million in coverage as their business had grown.

"We saved six grand from what we were already paying and we have better coverage," Bryan says. "We had planned on an 8% increase. To actually save money and increase our coverage is phenomenal."

> "When I went through that process for ourselves, I was like, I think we need to go to all of our clients with this."
>
> **BRYAN LUKRALLE, CHIEF STRATEGY OFFICER, CTS**