



When Risk Data Pays Off

How Leprino turned security insights into a \$487K cyber insurance premium reduction with Consortium's help

The Situation

A leading global food producer knew that strong cybersecurity wasn't optional – it was essential. Yet as insurance premiums soared, the company found itself without the structured evidence needed to challenge rates or validate the true value of its security investments.

The CISO, deeply familiar with the environment's controls and risks, needed a way to translate that knowledge into data the board and insurers could trust.

The Challenge

Without detailed, quantifiable proof of its cybersecurity posture, our client had little leverage in negotiations with their insurance provider. Premiums were climbing, and the company lacked a clear mechanism to show how its investments had reduced risk.

The challenge wasn't just about cost – it was about asserting control over the narrative, aligning cybersecurity spend with measurable business impact.

The Approach



Partnering with Consortium brought structure to their cybersecurity story. The CISO worked closely with Consortium's team, helping map the company's technologies, policies, and procedures – over 200 controls – into Metrics That Matter® (MTM®).



Together, they ensured maturity levels, risk reduction data, and cost figures were accurate and defensible. The CISO used MTM's reports to show how their security investments had reduced exposure compared to the prior year, and to validate (or challenge) insurer assumptions about residual risk.



In addition, the CISO's feedback played a key role in shaping MTM itself, influencing platform enhancements to everyone's benefit.

The engagement evolved into a strategic partnership, with Consortium providing MTM® Managed services and advising on technology roadmaps and vendor alignment.

The Impact

Armed with MTM-backed data, Leprino secured a \$487,000 reduction in cyber insurance premiums, proving the value of its security program in dollars and cents. The company also made more confident decisions about how much risk to retain and how much to transfer through insurance.

Encouraged by this success, our client deepened their partnership with Consortium, committing \$300,000 in shifted spend for MTM Managed services to build on the foundation we'd created together.

Looking Ahead

With MTM Managed in place, the global food producer is positioned to strengthen its security program even further – turning risk data into meaningful action, and meaningful action into measurable business value.

