CYBERGRX CASE STUDY

Medium Enterprise Financial Services Company

Introduction

This case study of a medium enterprise financial services company is based on a May 2023 survey of CyberGRX customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

> "CyberGRX enables us to confidently and efficiently manage our risk posture and cyber reputation while supporting our customer relationships and business goals."

Challenges

What key pain points have you experienced prior to using CyberGRX?

- Too much time spent completing bespoke assessments

Use Case

What do you use CyberGRX for?

- Completing a self-assessment requested by a customer

- When asked what role the CyberGRX assessment occupies within their overall program, they said "It is the default assessment used for all presale security requests."

In the next 6-12 months, which of the following ways will you use CyberGRX to improve your risk posture?

- Speed up deal flow by proactively sharing our assessment with non-CyberGRX customers/prospects during sales process

Results

Compared to other tools, how would you rate the following features of CyberGRX?

- CyberGRX Assessment: **Best In Class**

Thinking about the challenges typically encountered in a third-party cyber risk management program, how well has CyberGRX helped you improve your overall program management?

- Too much time spent completing bespoke assessments: significantly reduced this challenge

CyberGRX has enabled us to:

- Share our security assessment data with any customer
- Reduce time spent on assessment requests resulting in faster deal flow

Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:
Medium Enterprise

Industry:
Financial Services

About CyberGRX

With 360-degree correlated data and rich, diverse analytics to support real-time decision-making, you have more insight into your third-party cyber risk surface than ever before.

Learn More:

 CyberGRX