

# Small Business Telecommunications Services Company

## Introduction

This case study of a small business telecommunications services company is based on a November 2021 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 is a modern approach to third-party cyber risk management that sees beyond assessments and workflows.”

## Challenges

The surveyed company was experiencing a lack of visibility against current cyber threats involving third parties that lead them to evaluate and ultimately select CyberGRX.

## Use Case

The key features and functionalities of CyberGRX that the surveyed company uses:

- Assessing third party vendors as part of the procurement process
- Monitoring third parties as part of a compliance program
- Assessing third party cyber risk as part of the security process

## Results

The surveyed company achieved the following results with CyberGRX:

- Realized a return on their investment in CyberGRX in 3-6 months.
- They said that CyberGRX improved their ability to make informed decisions regarding third-party cyber risks by over 75%.

They rated the following features of CyberGRX as best in class compared to competitive tools:

- Third Party Assessment
- Auto-Inherent Risk Ratings
- Framework Mapper
- Threat Profiles
- Third-Party Threat Intelligence Score

CyberGRX has been important in improving the surveyed company's cybersecurity posture. They agree that CyberGRX's threat profiles are:

- Integral to their day-to-day operations
- Used frequently by their team
- Used when a new attack occurs to understand their risk

### 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:  
**Small Business**

Industry:  
**Telecommunications 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](#)