

Large Enterprise Professional Services Company

Introduction

This case study of a large enterprise professional 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
- Urgent and unplanned bespoke assessment requests for presale procurement
- A lack of program success metric data (time saves, acceptance rate on shares, etc.) or benchmarkable data to share with the C-suite and/or the Board
- A lack of control over cyber reputation and risk posture due to use of security ratings and outside-in scanning tools
- Too much time needed to address customer follow-up questions or requests post-assessment share

Use Case

What do you use CyberGRX for?

- Completing a self-assessment requested by a customer
- Monitoring our risk profile and cyber reputation within the CyberGRX Exchange platform

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

- Authorize more CyberGRX customers access to our CyberGRX assessment data
- Update our CyberGRX profile & refresh our assessment

Results

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

- CyberGRX Assessment: **Best In Class**
- Proactive Sharing: **Significantly Better**
- Framework Mapper: **Significantly Better**
- Threat Profiles: **Significantly Better**
- Evidence Upload and Sharing: **Significantly Better**
- Assessment Results and Findings: **Significantly Better**
- Predictive Risk Profile: **Significantly Better**

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: somewhat reduced this challenge
- Too much time needed to address questions or requests post-assessment authorization: somewhat reduced this challenge

CyberGRX has enabled us to:

- Share our security assessment data with any customer
- Have higher confidence in our risk posture and cyber reputation

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:
Large Enterprise

Industry:
Professional 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](#)