

# Medium Enterprise Security Products & Services Company

## Introduction

This case study of a medium enterprise security products & 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?

- Proactively sharing our CyberGRX assessment with customers who send us assessment requests outside of CyberGRX
- Monitoring our risk profile and cyber reputation within the CyberGRX Exchange platform
- Assessing our own third-party vendors as part of the procurement and/or risk management process
- Utilizing CyberGRX assessment and profile insights to prioritize improvements to our program

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

## Results

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

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

- Lack of program success metric data or benchmarkable data to share with the C-suite and/or the Board: **Significantly reduced this challenge**
- Lack of control over cyber reputation and risk posture due to use of security ratings and outside-in scanning tools: **Significantly reduced this challenge**
- Too much time needed to address questions or requests post-assessment authorization: **Significantly reduced this challenge**

On a monthly basis, they said that CyberGRX has contributed **1-5 hours of time savings** within their third-party cyber risk program.

CyberGRX has enabled us to:

- Share our security assessment data with any customer
- Reduce time spent on assessment requests resulting in faster deal flow
- Effectively prioritize our cyber approach, remediation, and refresh through a single assessment

### 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:  
**Security Products & 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](#)