cyber GRX

Limra And Loma, LI Global, Inc.

Introduction

This case study of LIMRA and LOMA, LL Global, Inc. is based on a May 2023 survey of CyberGRX customers by TechValidate, a 3rd-party research service.

> "CyberGRX is a time saver! It is the best solution for standardizing risk assessments."

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 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?

- 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

When asked what role the CyberGRX assessment occupies within their overall program, they said **"It is the default assessment used for all current and prospective customer requests below a certain threshold (revenue, size, etc.)."**

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

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**
- Urgent and unplanned bespoke assessment requests for presale procurement: **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
- Have higher confidence in our risk posture and cyber reputation
- Effectively prioritize our cyber approach, remediation, and refresh through a single assessment

Company Profile

Company:
LIMRA and LOMA, LL Global, Inc.

Company Size:
Medium Enterprise

Industry:
Insurance

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