

Tungsten Network

Introduction

This case study of Tungsten Network is based on an April 2022 survey of CyberGRX customers by TechValidate, a 3rd-party research service.



“CyberGRX makes it easier for us to just share the report to customers who requested it and it save times as we do not have to re-do any assessment for as long the request is made via CyberGRX by our customers.”

Challenges

Prior business challenges that led the profiled company to evaluate and ultimately select CyberGRX:

- Too much time spent completing bespoke assessments.
- Too much time needed to address customer follow up questions or requests post-assessment share.

Use Case

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

- Completing self-assessments requested by a customer.
- Said the CyberGRX assessment is the default assessment used for all customer requests.
- Activities on the CyberGRX Exchange they anticipate they’ll leverage to improve their risk posture in the next 6-12 months:
 - Share CyberGRX assessment data with more customers.
 - Speed up deal-flow by proactively sharing their assessment with customers during the sales process.
 - Use CyberGRX to manage their organization’s own third-party ecosystem, including requesting assessments from others.

Results

The surveyed company achieved the following results with CyberGRX:

- Claimed the following CyberGRX features are better in comparison to other tools: Framework Mapper, Threat Profiles and Validation Upload and Sharing.
- Stated the CyberGRX Assessment, Third Party Intelligence Score and Data and Predictive Risk Profile features are “significantly better” in comparison to other tools.
- Said that the CyberGRX Framework Mapper feature has been very important in allowing them to respond to their customers’ varied requests.
- Significantly reduced urgent and unplanned bespoke assessment requests for presale procurement.
- Eliminated the lack of program success metric data or benchmarkable data to share with the C-suite and/or the Board.
- Significantly reduced the lack of control over cyber reputation and risk posture due to use of security ratings and outside-in scanning tools.
- Said that CyberGRX has saved time within their third-party cyber risk program.

Company Profile

Company:
Tungsten Network

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](#)