

Medium Enterprise Professional Services Company

Introduction

This case study of a medium enterprise professional services company is based on an October 2019 survey of Prevalent customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“We’ve built Prevalent into our internal processes as it pertains to vendor on-boarding. If the new vendor meets certain criteria, then they will undergo Prevalent assessment.”

Challenges

The business challenges that led the profiled company to evaluate and ultimately select Prevalent:

- Top drivers for purchasing their Prevalent [third-party risk management](#) solution:
 - Stronger cybersecurity, to ensure that third parties do not introduce cyber risks that could negatively impact the business
 - Reduce operational burden (the process of assessing and evaluating vendors took too much time and resources)
 - Greater risk-based intelligence
- Challenges that deploying Prevalent or 3GRC solved for their organization:
 - A lack of automation in collecting and analyzing vendor surveys
 - A limited ability to continuously monitor vendors
 - A lack of insights to make risk-based decisions
 - An inability to share completed assessment content and supporting evidence to more quickly identify risks and vulnerabilities
 - An inconsistent methodology for vendor risk management

Use Case

- Regulations or industry frameworks they must regularly report against:
 - [GDPR](#)
 - [HIPAA](#)
 - [ISO 27001](#)
- Looking to grow the number of vendors they assess in the next 12 months by 0-10%.

Results

The surveyed company achieved the following results with Prevalent:

- Saved more than 1 week per assessment on average by utilizing the Prevalent Platform.

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:
Professional Services

About Prevalent

Prevalent is helping global organizations manage and monitor the security threats and risks associated with third and fourth-party vendors.

Learn More:

[Prevalent](#)