CyberGRX vs. Competitors

True third-party risk management requires more that one single approach - more than just a rating or just an assessment. To truly identify and reduce third-party cyber risk you need a solution that will help you identify and manage risk at the individual and portfolio level. To do this, we recommend a process that involves prioritizing your portfolio with inherent risk rating, using an exchange model to collect standardized and validated assessment data, and working with your third parties to prioritize and remediate the security gaps with the most yield.

	CyberGRX	Security Scorecard®	Prevalent™	OneTrust Vendorpedia™	UpGuard®	BitSight®
Outside-In Scanning **Considerations:** Outside-in scanning is an important part of a successful third-party cyber risk management (TPCRM) program, and we use it to determine likelihood of third-party cyber event. Unlike our competitors, we consider it to be only a small part of a holistic TPCRM program.	Considerations	Yes	No	No	Yes	Yes
True Assessment Exchange built on a Structured Dataset **Considerations:** A true exchange is built on a dynamic, structured dataset which provides rich analytics and actionable insights. Without a structured dataset, the solution is merely a static repository of data that quickly becomes outdated.	Yes	Considerations	Considerations	Considerations	No	No
Advanced kill chain analytics based on machine learning **Considerations:** What is the use of a vendor risk assessment if you're not provided with any context or analysis? Because of our advanced kill chain analytics, CyberGRX is the only solution that will instantly risk rank your vendors and work with you to determine a mitigation strategy that will provide you with the most yield.	Yes	No	No	No	No	No
Custom & Standard Control Framework Mapping **Considerations:** Why be limited to only mapping your company's assessment to other frameworks when you can map and download assessments based on common control standards with a tool like Framework Mapper? We take a customer-first approach as opposed to a third party first approach like those other solutions.	Yes	Considerations	No	No	No	No
Instant Risk Insights **Considerations:** With CyberGRX, you upload your third parties to the exchange and we instantly give you a risk score using crowd-sourced inherent risk data. Others vendors require you to gather the data yourself, which costs your team even more time and resources.	Yes	No	No	No	No	No
Assessment coordination **Considerations:** You don't have to pay extra for us to "chase vendors" for you. We own the entire delivery process and everything is included in the price.	Yes	No	Considerations	Considerations	Considerations	No
Benchmarking Third Parties Across Industries **Considerations:** Other vendors benchmark against outside-in scanning data, which is a more high-level, generic view. We benchmark against actual controls assessment data, ensuring your assessments are accurate and comprehensive.	Yes	Yes	No	No	Yes	Yes
Assessment Evidence Collection and Validation **Considerations:** CyberGRX is the only platform that collects the evidence and analyzes it to validate the assessment. Others use outside-in scanning for validation or evidence collection, however you, the customer, have to validate it yourself.	Yes	Considerations	Considerations	Considerations	Considerations	No
Workflow Capabilities **Considerations:** CyberGRX isn't a process enabler. Due to our remediation prioritization, we work directly with customers to align risk priorities with business objectives. Utilizing "workflows" essentially means the responsiblity is on you and your team to figure out the best plan of action to pursue.	No	Yes	Yes	Yes	Yes	No
Remediation Prioritization **Considerations:** We want you to spend your time and resources where they will have the most impact. We work closely with you to determine which third parties to assess as well as to develop a risk remediation strategy to help you prioritize the most important risks to focus on and those that can be on the bottom of the list. Other TPCRM vendors only offer consulting services or they'll tier findings without providing the context you need to take immediate action. In other words, we provide insight and recommendations at every step of the vendor risk management lifecycle.	Yes	Considerations	Considerations	No	Considerations	Considerations
Evidence sharing between enterprises & third parties **Considerations:** We understand the risk of storing and sharing sensitive information, so we never keep it for any longer than we need it to complete the assessment.	No	Yes	Yes	Yes	Yes	No

Selecting an effective TPCRM program can be a daunting task. While there may be similarities between the different solutions on the market, it's the differences that you should focus on when evaluating. Will the solution save you time and resources because you're given actionable insights quickly? Will you have access to comprehensive assessment data that gives you a complete picture of a third-party's cyber health, not just a surface scan? Will there be add-on services that cost extra?

A CyberGRX representative can illustrate for you just how important questions like these are, and how our solution ranks against the others. Contact us today at Sales@CyberGRX.com or visit our website at www.CyberGRX.com for more information.