Cyber GRX

Global Partner
Program Brochure

Who is CyberGRX?

CyberGRX is the world's first and largest third-party risk Exchange, equipping organizations with unparalleled cyber risk intelligence. Powered by 13,000 attested assessments, 225,000 company profiles, data on 425 of the 500 most commonly requested vendors, and 100% standardized data, only CyberGRX provides third-party threat intelligence, predictive risk insights, outside-in scanning and scoring, and a portfolio-wide view of security gaps. As a result, cybersecurity professionals can plan appropriately, make decisions confidently, and sleep soundly. CyberGRX is trusted by leading brands around the globe and was designed with partners including Aetna, Blackstone, and MassMutual.

Why Work with CyberGRX?

A High-Demand Solution at the Right Time

The inherent efficiency of the CyberGRX Exchange eliminates the waste in today's approach—largely based on sharing spreadsheets—in a way no one in the market does. For the first time, companies know which of their third parties pose the greatest risk to their organizations.

Fred Kneip
CyberGRX - CEO

A Product that Sells Itself

With over 67% of all breaches stemming from third parties, TPRM is on every CISO's short list. We offer one product, there's no installation or even implementation – it just works & without the hard sell. It takes a lot of the selling out of the sales process.

John Mayhall
CyberGRX - CRO

Program Benefits for Partners

Our Business Proposition

Strong TPRM Market

With an estimated 67% of breaches being linked to a third party and fast-changing regulations requiring better monitoring of vendor security, the market for TPRM is strong.

Recurring Revenue Stream

Our engagements provide a high-value revenue stream and will help our partners identify additional opportunities within a customer's organization.

Strategic Position with Accounts

CyberGRX can deliver an enterprise-grade, industry-leading & scalable solution enabling you to strengthen your long-term relationships.

Technology Leadership

CyberGRX is an industry leader in TPRM helping organizations with actionable intelligence and holistic vendor risk management.

Profitable Line of Business

We do business through the channel at attractive margins, are easy to work with, and aim to decrease partner cost of sales.

Complements Current Solutions

Our vendor risk exchange allows organizations to leverage existing security solutions to help increase the overall security posture at any size environment.

Features & Benefits of CyberGRX Partner Program

Profitability & Account Growth for Partners

- Tier-based and competitive margins for partners.

- Incentive Payments for completing qualified deals & closing deals.

- Valuable opportunities for added partner-led services to implement CyberGRX solution and build customers' TPRM program.
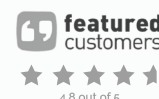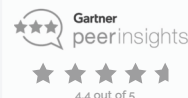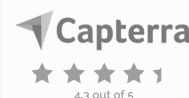
Sales Support for Partners

- Co-selling with CyberGRX sales who are incentivized to assist partners with a channel compensation-neutral model.

- Dedicated support from regional CAM to enable partners and aid in their sales development and success.

- Full access to partner portal with marketing content, sales guides, training courses, pitch decks and other selling tools.
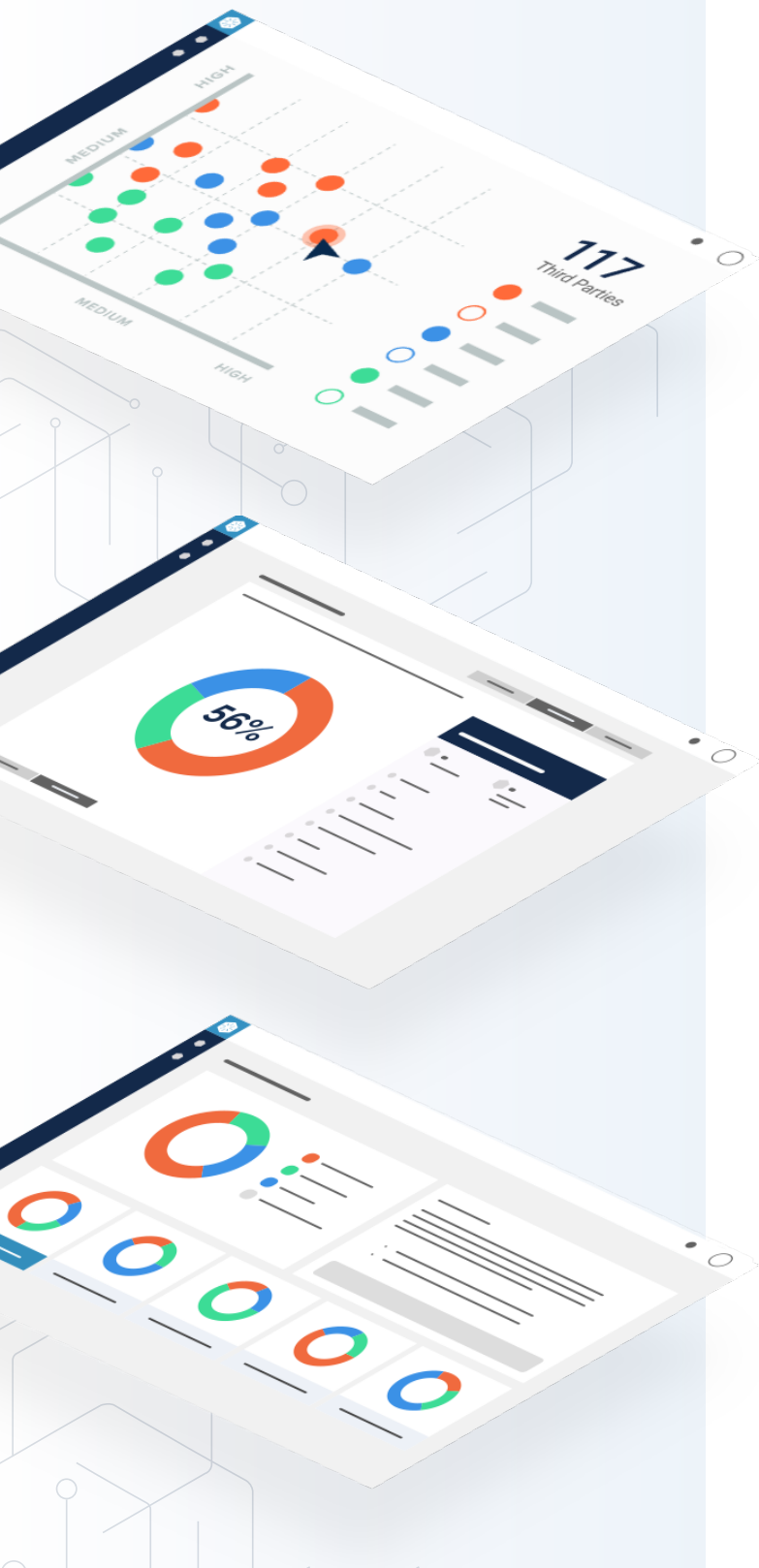
Marketing Support

- MDF dollars available for partners seeking to market CyberGRX to their customers or co-market jointly to prospects.

- Dedicated channel marketing manager available to support marketing efforts.

Awards & Independent Reviews

2022 GLOBEE AWARDS GOLD WINNER
CYBER SECURITY GLOBAL EXCELLENCE

FROST & SULLIVAN 2022 BEST PRACTICES AWARD
NORTH AMERICAN CYBER RISK MANAGEMENT MARKET LEADERSHIP AWARD

BABY BLACK UNICORN AWARDS 2022 WINNER

CYBERSECURITY BREAKTHROUGH AWARD 2022

AMERICA'S FASTEST-GROWING Inc. 5000 PRIVATE COMPANIES

Capterra — 4.3 out of 5

Gartner peerinsights — 4.4 out of 5

SC MEDIA THE CYBERSECURITY SOURCE — 4.75 out of 5

featured customers — 4.8 out of 5

Trusted & Recommended by:

HSBC

Blackstone

Walmart Save money. Live better.

Google

BARCLAYS

aws

Cyber GRX

CYBERGRX PRODUCT FEATURES

CyberGRX Exchange

CyberGRX has the world's first and largest third-party cyber risk Exchange, with rich risk data on more than 150,000 companies.

CyberGRX Third-Party Assessment

CyberGRX cloud-based assessments are the industry's most comprehensive assessment methodology to manage risk across security, privacy, and business continuity. Our standardized and structured data approach provides a foundation for analysis and benchmarking, and with the Exchange model we always show a vendor's most current security posture.

Auto-Inherent Risk

CyberGRX's industry-first Auto-Inherent Risk Insights provides contextualized and automated risk insights based on your specific relationship with a vendor. These insights allow you to instantly create and prioritize a risk mitigation and assessment strategy.

Predictive Risk Profiles

Predictive Risk Profiles provide you with a dynamic view of your risk surface. Every company on the CyberGRX Exchange has a risk profile that includes actionable information such as risk surface score, risk maturity, control coverage, and top risks. This powerful view enables you to make quick decisions on individual third parties, providing more certainty of your risk posture than ever before.

Framework Mapper and Threat Profiles

Our Framework Mapper feature maps to most customer controls as well as industry standards and frameworks such as NIST –800.53, NIST-CSF, ISO 27001, PCI-DSS, HIPAA, etc. It takes standard data as input and produces custom output across many custom and industry framework controls to quickly and easily provide risk identification, visibility, and reduction. Included in the Framework Mapper are our threat profiles which focus on real-life attacks such as ransomware. These Threat Profiles allow you to view individual third parties and their coverage of specific controls being exploited in the attack as identified by the MITRE ATT&CK framework.

Cyber GRX