Use Case

This case study of Interworks SA is based on a May 2022 survey of CyberGRX customers by TechValidate, a 3rd-party research service.

Challenges

Prior business challenges the surveyed company experienced that led them to evaluate and ultimately select 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.

Results

The surveyed company achieved the following results with CyberGRX:

- Rated the CyberGRX Assessment as "Significantly Better" in comparison to other tools.
- Said that the CyberGRX Framework Mapper feature has been important in allowing them to respond to their customers' varied requests.
- Significantly reduced the amount of time spent completing bespoke assessments.
- Significantly reduced urgent and unplanned bespoke assessment requests for presale procurement.
- Reduced the amount of time needed to address questions or requests post-assessment share.
- Said that CyberGRX has helped save time within their third-party cyber risk program.

Use Case

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

- Proactively sharing their standard assessments with customers who send them customized assessment requests.
- Monitoring their risk profile and cyber reputation within the CyberGRX platform.
- Activities on the CyberGRX Exchange the surveyed company anticipates they'll leverage to improve their risk posture in the next 6-12 months:
  - Share CyberGRX assessment data with more customers.
  - Update their CyberGRX profile & refreshing their assessment.

Quote

"CyberGRX has enabled us to share our security assessment data with any customer to reduce time spent on assessment requests resulting in faster deal flow and higher confidence in our risk posture from our customers"

Company Profile

Company: Interworks SA
Company Size: Medium Enterprise
Industry: Computer Software

About CyberGRX

With 360-degree correlated data and rich, diverse analytics to support realtime decision-making, you have more insight into your third-party cyber risk surface than ever before.