

## Introduction

This case study of a small business financial services company is based on an August 2022 survey of CyberGRX customers by Tech-Validate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

## Challenges

What were the key pain points experienced prior to using CyberGRX:

- ⬡ No benchmarkable data to share with C-suite and/or Board

## Use Case

What do you use CyberGRX for:

- ⬡ Assessing third parties as part of a compliance program (assessment audits)
- ⬡ Continuously monitoring third parties as part of a cybersecurity program

Said that CyberGRX Predictive Risk Profiles are “used frequently by me and/or my team in conjunction with self-attested assessments.”

## Quote

“CyberGRX Predictive Risk Profiles provide me dynamic and immediate data on my third parties that I previously did not have with assessments alone.”

“CyberGRX is helping me improve my third-party cyber risk management program through the ability to continuously monitor and analyze my third-party risk data beyond assessments and workflows.”

“It has helped with audit purposes.”

## Company Profile

**Company Size:** Small Business

**Industry:** Financial Services

## Results

The surveyed company achieved the following results with CyberGRX:

- ⬡ Realized a return on their investment with CyberGRX within the first year.
- ⬡ Said that due to the Exchange model and Predictive Risk Profiles that CyberGRX provides, “I have visibility to data on more than 75% of my third parties under management.”
- ⬡ Reported that the CyberGRX platform is very important to their overall third-party cyber risk management program.



## 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.