



# Aravo Delivers Business Integrity in a Vibrant World

## Third-Party Risk Management for Demanding Professionals

Leaders across industries and regions know that good third-party risk management is more than a procurement or compliance program; it's a strategic investment in the business. Third-party engagements reduce costs, increase capacity, extend market reach, and grow the businesses. They are central to how businesses operate today.

Yet, while third-party engagements create business opportunities, each relationship also impacts the risk profile of the engaging organization. Identifying the type, location, interdependencies, and business practices of each third party is critical for organizations to better understand their risks and gain market advantage. After all, heavily third party-reliant organizations report that up to 80% of their direct and indirect operating costs, and 50-100% of revenues, are attributable to those third parties.<sup>1</sup>

## Move Your Business from Risk to Readiness

Common risks associated with third-party engagements include compliance, data, and information security, financial, ESG, business continuity, operational, performance, strategic, and reputational risks. A missed assessment, inaccurate evaluation, failed due diligence analysis, or a misunderstood intelligence report can leave an organization vulnerable to third-party failures.

The best approach to manage and reduce third-party risks is to apply a purpose-built, adaptable, and scalable solution that helps move the organization from risk to readiness. With the right solution, third-party risk management (TPRM) can deliver risk mitigation, market readiness and resiliency, and long-term strategic advantages to the organization.

## Aravo Third-Party Risk Management

The Aravo TPRM solution helps organizations better assess, monitor, and manage risks associated with their third-party engagements. Built-in, automated, and centralized workflows accelerate key intake, onboarding, evaluation, scoring, issues management, and offboarding processes. With these capabilities, customers can identify, capture, manage, and mitigate third-party risks within the Aravo solution. Highly configurable through AI and automated workflows, the Aravo solution enables risk professionals to design and execute optimized TPRM programs.

## The Power of the Aravo Solution

When building third-party risk management improvements, big picture clarity drives detailed, solution-level excellence. That's why leaders trust Aravo with their third-party risk challenges—no other solution provider can put all pieces in place—covering all the elements that matter while delivering program agility, resiliency, and success.

Three benefits of the Aravo TPRM solution:

- Comprehensive TPRM lifecycle management
- Unified visibility and control across all relevant risk domains
- Integration with dozens of risk intelligence providers to enable accurate assessments and due diligence

Aravo's broad set of programs gives experts everything they need to manage and mitigate third-party risk. As the risk landscape grows and evolves, so does our approach to delivering long-term program success.

### Empowering Excellence

The Aravo TPRM solution is designed to enable businesses to manage their third-party risks no matter the scale, diversity, or complexity. Aravo's differentiated approach allows customers to:

- **Streamline** third party qualification, risk assessments, due diligence, onboarding, and monitoring
- **Create, manage, access, and audit** third party engagements across their lifecycles
- **Evaluate** critical risk assessments across third parties, including anti-bribery and corruption, information security, data privacy, ESG, financial, and resiliency practices
- **Partner with Aravo** to build well-defined, actionable, and measurable strategies aligned to the distinct requirements of the business

## What Experts Say:

Customer trust is our most important vote of confidence. But experts and analysts who understand third-party risk recognize Aravo leadership.

### A LEADER



2021 Gartner Magic Quadrant for IT Vendor Risk Management Tools

### A LEADER



The Forrester Wave™: Supplier Risk and Performance Management Platforms, Q3 2020

### STRONG PERFORMER



The Forrester Wave™: Third-Party Risk Management Platforms, Q2 2022

### THIRD-TIME LEADER



Chartis RiskTech Quadrant® for Third-Party Risk Management 2017, 2019, 2021

1. <https://www.deloitte.com/global/en/services/risk-advisory/services/third-party-management.html>

**Ready to learn more? Have any questions? Our experts are on hand to help you on your TPRM improvement journey.**

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# SAFE ONE –TPRM

Automate, Unify and Run Your TPRM Program at Scale

As the third-party attack surface explodes, these challenges overwhelm CISOs and TPRM leaders:

- **Visibility:** The conventional piecemeal approach makes it difficult to identify the riskiest vendors, making third-party risk a blind spot.
- **Mitigation:** Leaders don't have an ROI-driven, prioritized and actionable insights to quantifiably reduce third-party risks.
- **Automation & Scale:** Automating and scaling TPRM programs is challenging as it is predominantly manual with multiple siloed TPRM tools.

**TPRM needs to be reimagined with an unified, automated, scalable, and defensible approach.**

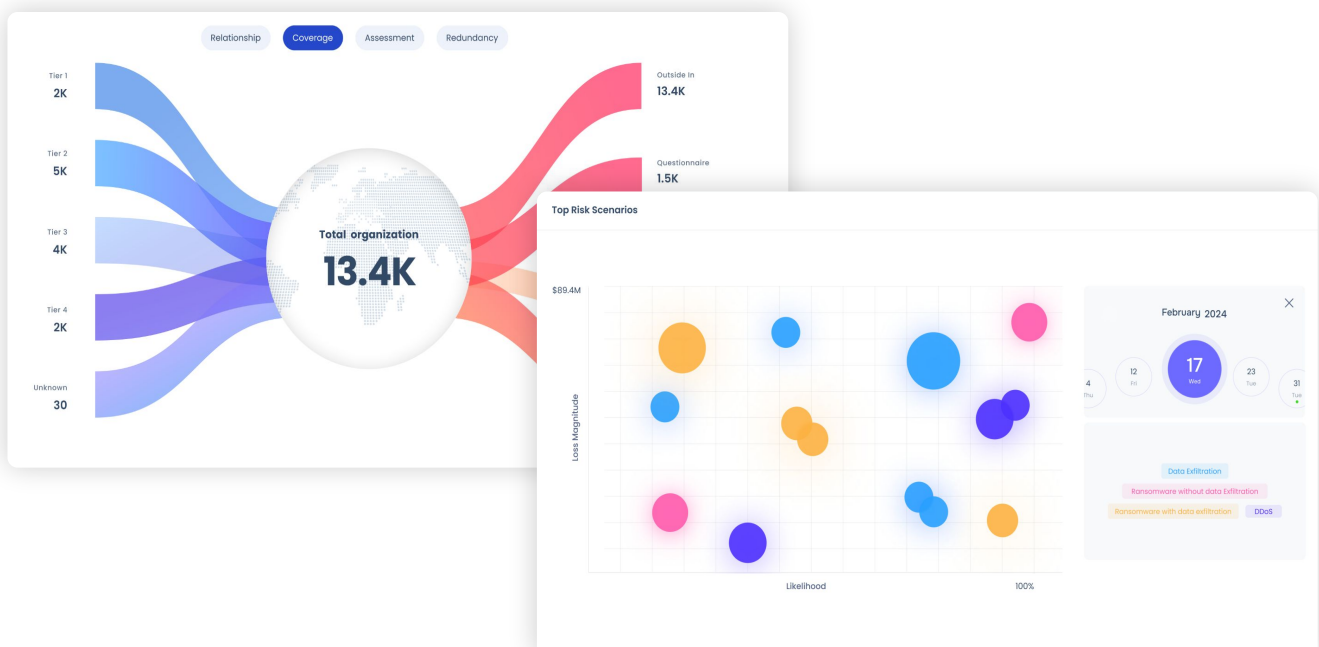
## SAFE Transforms the TPRM Game

SAFE TPRM is the industry's only AI-powered third-party risk management solution, which equips businesses with the benefits of outside-in security ratings, questionnaire-based assessments, zero-trust, and inside-out scans.

Using SAFE One's unified platform, enterprises can finally get holistic, realistic, dynamic, and dollar-driven insights into their supply chain risk posture.

### Does Your Existing TPRM Solution Help You To:

- ☐ Know who your riskiest third parties are in dollar terms?
- ☐ View consolidated data from threat feeds and third parties?
- ☐ Learn how effective your security controls are against third-party risks?
- ☐ Enable your third parties on how to mitigate risks?
- ☐ Automate and scale your third-party security program?
- ☐ Visualize all third-party risks on a single, unified platform?
- ☐ Understand, tune, and defend your TPRM outputs?
- ☐ Optimize and reduce your TPRM program costs?





# Build, Scale, and Automate Your TPRM

## 01 | Focus on top-priority requirements and verify the evidence

SAFE TPRM recommends a crisp set of elite controls for vendors based on extensive research of current and past cyber attacks. It continuously consolidates third-party risk data from outside-in, questionnaires, and inside-out assessments, and aligns the findings with external threat intel to provide a singular risk view. Together with data-driven insights, control recommendations, and a unified risk view, CISOs and third parties are in a strong position to enhance resilience.

## 02 | Manage Third Party Risk Impact Using Zero Trust Controls

Zero trust principles drive SAFE TPRM and provide real-time visibility to an enterprise's internal resiliency controls towards its third parties. It buckets enterprise controls into likelihood reduction and business continuity controls to enable enhanced control effectiveness in minimizing third party data breaches. These insights equip businesses to redistribute resources and improve their internal cyber risk resilience – minimizing the impact of potential breaches.

## 03 | Partner with Third Parties to Improve their Security Programs

SAFE TPRM makes it simple, swift, and efficient to collaborate with your supply chain using AI-assisted assessments of security controls. Vendors also get a direct SAFE One platform along with access to training and onboarding modules. This enables enterprises to get a real-time view of their vendors' security posture while enabling third parties to manage cyber risk more effectively.

## 04 | Prioritize Third Parties based on Risk to Your Business

SAFE TPRM assesses the dollar risk and likelihood of occurrence of cyber risk scenarios such as ransomware attacks, data breaches, DDoS, and more based on third-party data access, network access, and resultant business interruption. This enables CISOs to tier their most critical vendors based on loss exposure instead of values such as size or revenue. SAFE TPRM enables enterprises to prioritize the most impactful controls to mitigate and reduce third-party risk.

## 05 | Reduce cost while covering all your key third parties

Users can add an unlimited number of vendors at a fixed price since SAFE TPRM pricing is independent of the number of vendors. This scalable pricing model makes it practical and efficient to grow and manage the third party risk management program as the business expands.

### Gartner. Peer Insights™

"It is a must need product for today in this highly vulnerable environment outside.



**SECURITY EXPERT**  
IT Services, 1B - 3B USD

### Gartner. Peer Insights™

"SAFE dashboard is the most effective function which provides customers with real-time visibility of the current enterprise security.



**GLOBAL LEAD CYBER SECURITY**  
Manufacturing, 30B+ USD

### Gartner. Peer Insights™

"Extraordinary Framework with good customer support.



**SECURITY EXPERT**  
Telecommunication, 1B - 3B USD



RESEARCH  
SPONSOR

MITRE ATT&CK, TOP CONTRIBUTOR



PUBLISHER'S CHOICE AWARD  
RISK MANAGEMENT

GLOBAL INFOSEC AWARDS - RSAC 2023



BEST NEXT GEN  
CYBER INSURANCE PLATFORM

GLOBAL INFOSEC AWARDS - RSAC 2023



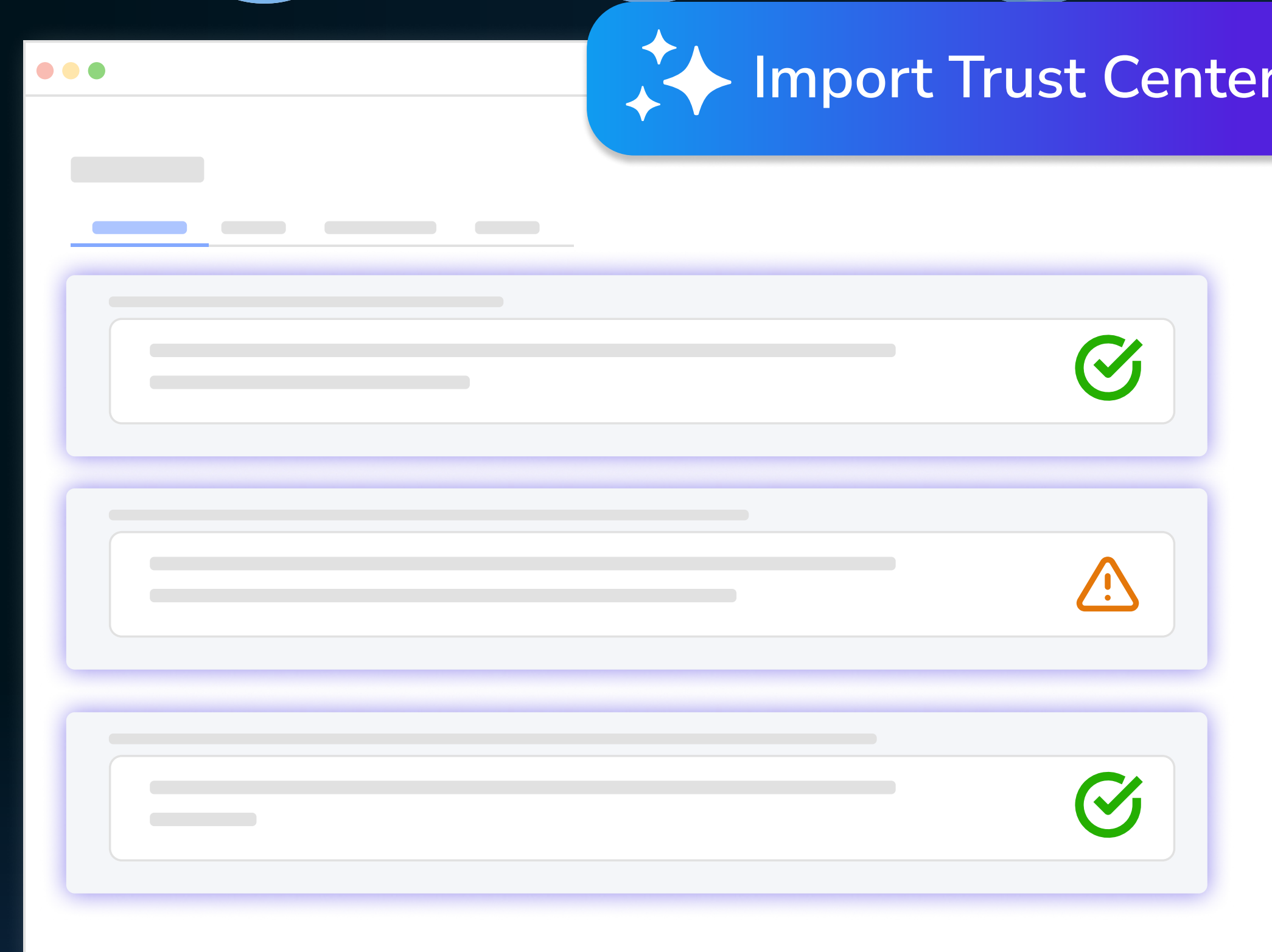
BEST RISK  
MANAGEMENT SOLUTION

CISO CHOICE AWARDS 2022™



# Cut vendor due diligence from weeks to hours

With instant assessments, anywhere



FABRIK

## ⚠️ What TPRM leaders are saying

- TPRM teams are spending weeks to months chasing vendors for critical data
- Vendors are pushing back on long questionnaires with standard documents
- TPRM teams are drowning in document reviews and slowing down the business

## 💡 How Fabrik flips the script

- Connect your TPRM workflow to any vendor's assurance source of truth
- Instantly conduct risk assessments on authorized documents & data
- Access & assess live vendor data without leaving your TPRM platform

Stop chasing vendors and waiting weeks or months for data.

Fabrik powers instant due diligence **inside any TPRM platform.**

🕒 **90%**

faster due diligence cycles

📈 **85%**

assessment cost reduction

"With Fabrik, we finally have the data we need, when we need it, right where we need it - inside our existing vendor risk management workflow."

Head of Vendor Risk, Global PE Firm with \$1T AUM

## Built on a platform for B2B Trust

Fabrik is the only interoperable platform for data collaboration across the enterprise trust ecosystem. GRC teams and platform providers trust Fabrik to connect workflows, collaborate and eliminate friction.

Learn how Fabrik can supercharge your TPRM workflow. Now offering access to select beta partners.

[contact@thetrustfabrik.com](mailto:contact@thetrustfabrik.com)

FABRIK

Data Connectivity for Enterprise Trust



# Assessing Risk of AI in Vendors

Manage new AI-specific risks from both existing vendors adding AI offerings, and new vendors who are AI-native

## OUR BACKGROUND

We started as threat researchers, discovering novel threats:

- Slack AI data exfiltration and phishing
- 4x in Microsoft Copilot (under responsible disclosure)
- Agentic vulnerabilities (under responsible disclosure)
- Data exfiltration from Writer.com
- Support bot phishing vulnerabilities

And our LLM security expertise has been featured in:



#1

ON HACKER NEWS

Data Exfiltration from Slack AI via indirect prompt injection

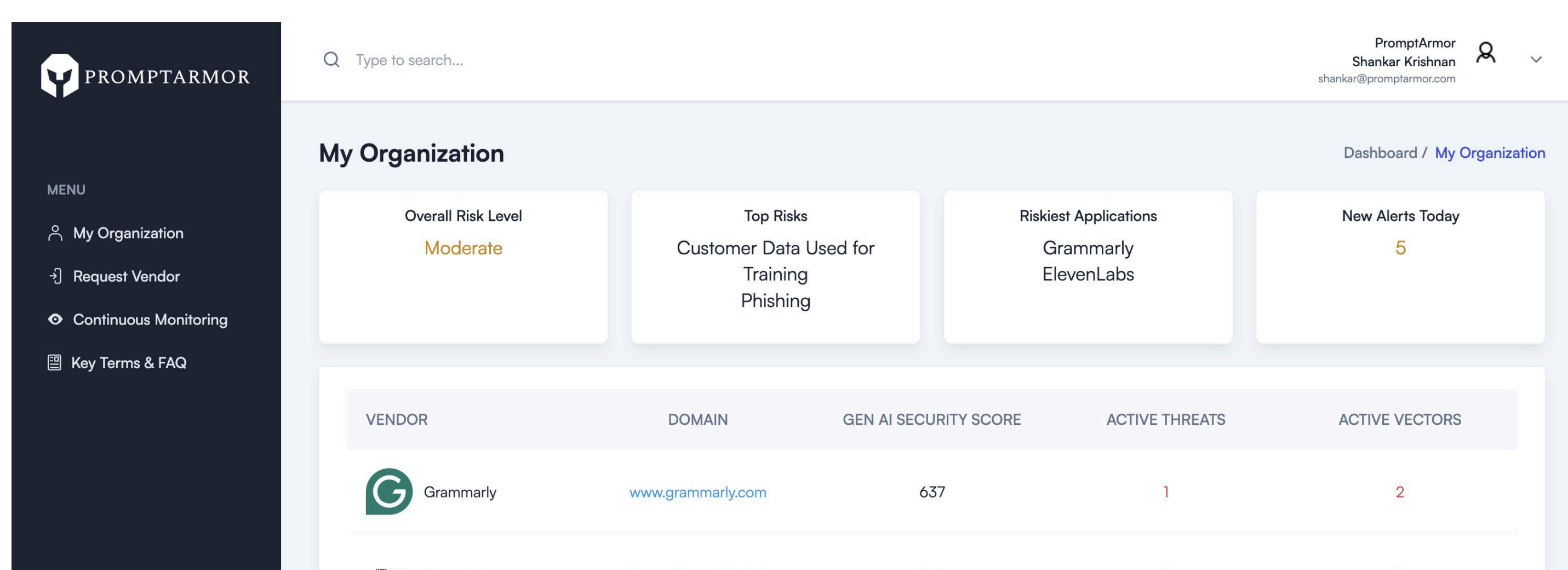
▲602 points | 172 comments

August 20, 2024

## OUR APPROACH

TPRM teams need a better way to **evaluate**, and **continuously monitor**, the **AI risks in vendors**, who may be **adding AI features** that introduces new risks, as the AI risk landscape **continues to evolve**.

### AI Vendor Risk Transparency

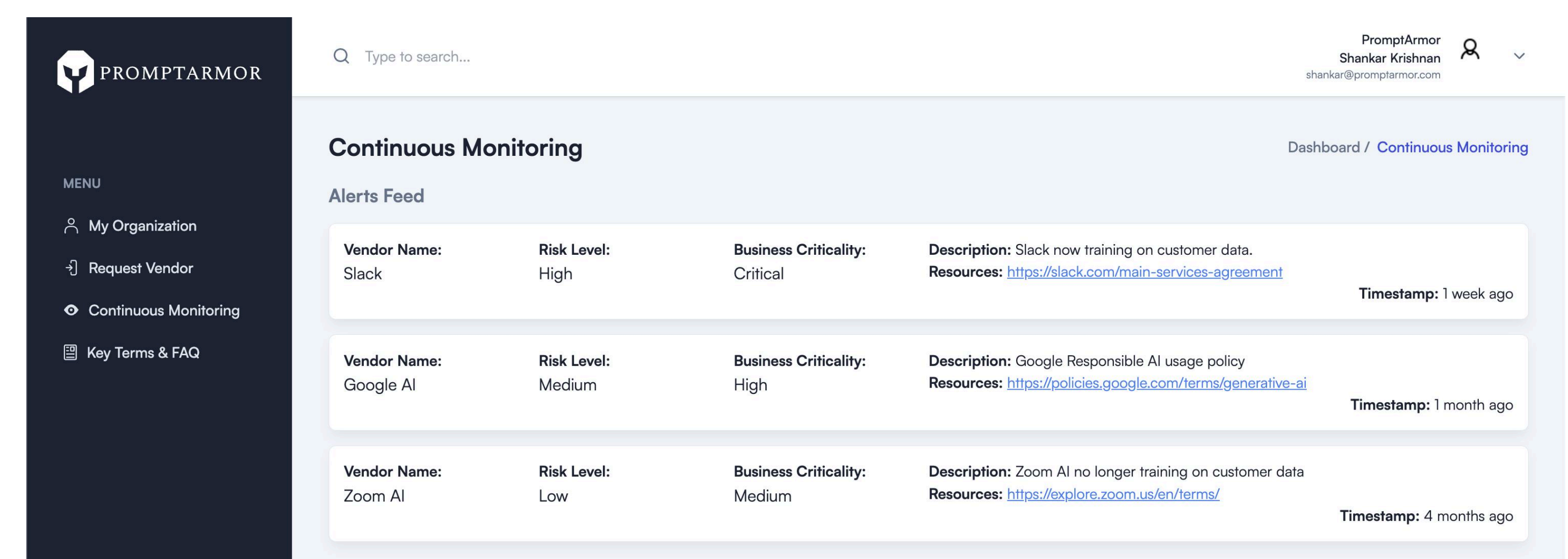


Detailed reports on novel AI risks, when third parties with AI come in for assessment.

“Using PromptArmor, we've been able to massively **cut down the time it takes to evaluate AI related vendors**, and **show value to the business faster**. PromptArmor will be invaluable and a game changer as we continue to see new Generative AI capabilities across our vendor environment.”

- Chuck Walkup, **Vendor Security** 

### Continuous Monitoring of AI



Monitoring which vendors are adding AI, and how AI risks are changing over time.

“PromptArmor has helped us **gain confidence in AI vendors** ... enabling our innovation teams to succeed in AI adoption, while **keeping the proper controls in place for security and risk**. We've learned ... how to evaluate these vendors for **novel AI and LLM native threats** in a **structured way**.”

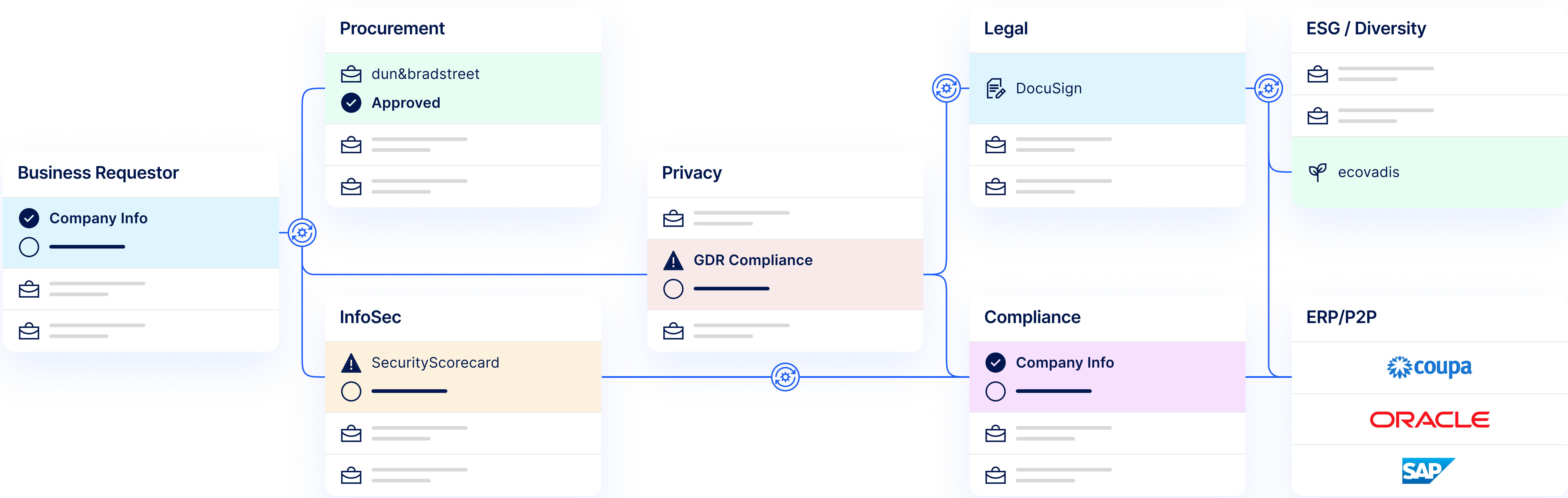
- Scott Busch, **Information Security**





Certa is the Third Party OS that unifies your  
TPRM and Compliance programs.

Unified process orchestration  
across the entire lifecycle for all  
third party risk domains.



Your Full-Spectrum TPRM and Ethics & Compliance Suites

Third Party Risk Management (TPRM)		Ethics & Compliance	
<b>Risk Domains</b>		<b>E&amp;C Core</b>	
Infosec	<b>Company Verification</b>	Sanctions Screening (inc. PEP)	AML / KYC
Privacy		ABAC	KYB
PEP & Sanctions Screening		Forced Labor (e.g. UFLPA, LkSG, Canada, Norway)	Adverse Media
Fraud Check			
Financial Risk	<b>Perf. Management</b>	<b>ESG</b>	
Geopolitical Risk (inc. country risk)		<b>Sustainability</b>	<b>Diversity</b>
Adverse Media		Scope 3	Certificate Verification
		CSRD	Reporting
			Annual Recertification

Certa is your  
Personalized Third Party  
Operating System

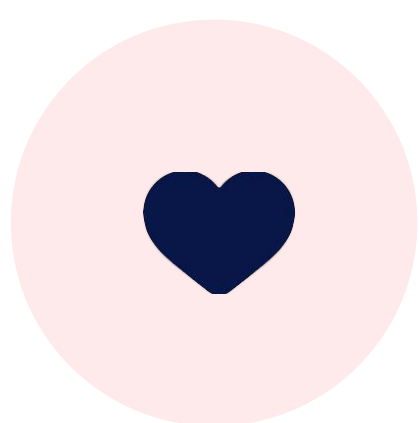
Certa’s Third Party OS is the digital backbone for managing all third party relationships across all risk domains and lifecycle stages.

Designed to be modular and flexible, Certa scales as your business grows and adapts effortlessly to evolving regulations.

With AI built-in at every step, Certa simplifies workflows, automates processes, and delivers full visibility.







300%

Faster Due Diligence

50%










Decrease in Operating Costs

100%

Transparency & Audibility

Our Customers Love Us!

97% client retention since inception

 Fortune 500 Food & Beverage Company	 Top 3 Global Retailer	 Fortune 500 Materials & Manufacturing Company
 Multiple Top Aerospace & Defense Firms	 Top 3 Global Management Consulting Firm	 World's Largest Ridesharing Company
 Global CPG Enterprise	 Top 3 Digital Payments Company	 Leading UK Insurance Broker

The Certa Difference



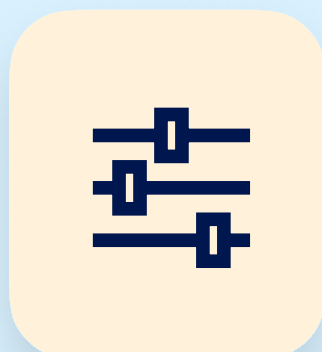
Intelligent

- + AI built-in, not bolted on
- + Automated decision engine
- + Present relevant information & scores to decisioning by SMEs



Comprehensive

- + Enterprise-first, from the start
- + All risk domains & relationship types
- + Entire lifecycle
- + Modular - start small, grow fast
- + 50+ Languages



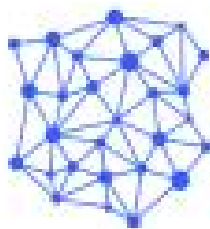
Agile

- + Adapt quickly as your needs & regulations evolve
- + Flexible enough to fit any business
- + Easy drag-and-drop no-code Studio



Enterprise-Proven

Trusted by the world's largest enterprises, with successful implementations in complex, high-volume environments of global industry leaders.



10 Million+

Third parties managed



120+

Countries in active use



50+

Supported languages



130+

Readymade integrations + no-code middleware



SOC2 & GDPR

Compliance



WCAG

Accessibility compliance



BYOK

Encryption for PII



EU Data

Residency





www.supplywisdom.com | Patent #10,643,165

# Rethink Risk. Unlock Revenue.

## About Supply Wisdom

Supply Wisdom transforms enterprise risk management with comprehensive, predictive, real-time risk intelligence. Through continuous monitoring, comprehensive intelligence reports, and real-time alerts, Supply Wisdom prevents and mitigates enterprise risks, and unlocks revenue opportunities.

## Sample Customers



## Also...

- One of the three largest telecommunications providers in the world
- One of the three largest social media companies in the world
- One of the three largest investment brokerages in the U.S

## RESULTS SEEN BY CUSTOMERS

**4%**  
Customer  
Revenue Growth

**311%**  
Return on  
Investment

**3,700+**  
Hours Saved  
on Average



### SPEED = REVENUE

Continuously monitor your critical third party and locations, mitigate risks in real-time. Our customers have seen up to **311%** return on investment.



### COMPREHENSIVE COVERAGE

Monitor all seven risk domains. Financial, Cyber, Operations, ESG, Compliance, Nth Party are all tagged to the 7th domain, Location. Integrate with your existing systems.



### FIRST STEP IN GLOBAL COMMERCE

Redefining the enterprise risk function to approve new initiatives in hours, not months. Our product rapidly identifies the 98% of all third parties and locations that are safe to do business—and the 2% that are not.



### IMMEDIATE RISK COMPLIANCE

Develop a strong security compliance posture with ease. Leverage automation to streamline risk assessment, save time and reduce the costs associated with maintaining a robust risk management program.

**According to Gartner**, 84% of enterprise risk management teams have overlooked a third-party issue, leading to operational disruption and regulatory action. As geopolitical events and external partnerships become increasingly complex, businesses need advanced, automated, real-time ways of knowing their customers, partners, and downstream vendors.



# Enable Trust by Design with the Trust Intelligence Platform

Build and demonstrate trust, measure and manage risk, and go beyond compliance.

According to a Harvard Business Review study, 67% of people say they will pay more to businesses they trust. Trust is difficult to build – and even harder to maintain. The influx of data, along with increasing ethical imperatives and regulatory concerns, puts your trusted relationships at risk every day. In the face of these challenges, businesses must weave trust into the fabric of their day-to-day operations while measuring, managing, and mitigating the ongoing risks that inhibit their ability to innovate.

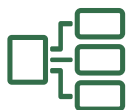
## THE VALUE OF THE TRUST INTELLIGENCE PLATFORM

Backed by regulatory intelligence that's designed to drive efficiencies through automation, the Trust Intelligence platform enables you to embed Trust by Design principles into your business's everyday operations. Our platform helps you responsibly collect and unlock the value of data, optimize compliance efforts, find and respond to risk, and architect your trust program. No matter your trust initiative, whether it's preparing for the latest regulation or certification, trying to reduce risk, engaging safer third parties, or launching a new marketing initiative, OneTrust can help. We offer an integrated platform with tailored functionality to solve these use cases (and much more) across privacy, security, ethics, and ESG. Together with our 14,000 customers, we're defining the Trust Intelligence market and pioneering the next era of business – an era built on trust.



### Build and scale your trust program

Meet business objectives through a single pane of glass when managing complex trust initiatives.



### Break down data siloes

Enable secure data collaboration and empower better decision-making when dealing with disparate trust program data.



### Surface and mitigate risk

Protect your business and its reputation from unrelenting threats, both internally and when working with third parties.



### Go beyond compliance

Unlock productivity through automation in the face of time-consuming and constantly changing requirements.

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**BUILD AND  
SCALE YOUR  
TRUST  
PROGRAM**

Leverage an expansive solution portfolio through a single pane of glass to help you meet your business objectives now and in the future.

- **No-Code Configuration:** Gain control over your trust program and achieve faster time to value with a user-friendly platform that doesn't require backend engineers to setup or make changes to meet your program's needs – everything is configurable within the application itself.
  - **Enterprise Integrations:** Leverage an array of out-of-the-box integrations with pre-built workflow recipes to embed the OneTrust platform into your existing day-to-day business processes, improving efficiencies and avoiding disruptions.
  - **Unified Trust Center:** Promote your trust program and enable stakeholders, both internally and externally, to take control of their data by leveraging an outward-facing web interface that connects to your OneTrust instance and displays information dynamically based on your latest trust initiatives.
- 

**BREAK DOWN  
DATA SILOES**

Centralize, organize, and securely share trust program data across teams for enhanced collaboration and better decision-making.

- **Purpose-Built Shared Data Model:** Securely share program data within the platform to gain insights through data centralization and the organization of structured and unstructured data, increasing efficiencies and enabling greater collaboration across teams.
  - **Insights & Benchmarking:** Uncover trends and program gaps with actionable recommendations, powered by cross-functional data analytics to enable dissectible trust reporting and industry benchmarking.
- 

**SURFACE AND  
MITIGATE RISK**

Understand and respond to the threats your business faces, both internally and when working with third parties.

- **Data Intelligence:** Intelligently discover and classify sensitive data for greater visibility into data risk, protecting and governing through automated policy orchestration and remediation actions – all while enabling privacy, data governance, and other key stakeholders to automate compliance activities and use data responsibly.
  - **Risk Intelligence:** Instantly access third-party risk analytics from multiple risk monitoring providers directly in the OneTrust platform, as well as connect to external systems to identify risk and automate actions through data discovery.
- 

**GO BEYOND  
COMPLIANCE**

Unlock productivity through automation while meeting and exceeding regulatory obligations.

- **Regulatory Intelligence:** Simplify global compliance requirements with access to regulatory analysis from over 40+ in-house researchers and a network of 500+ lawyers across 300 jurisdictions.
- **Workflow Automation Engine:** Eliminate redundant tasks, reduce human error, and save time through no-code workflow configuration, empowering teams to connect to external systems and automate actions across the platform.

REQUEST A DEMO TODAY AT [ONETRUST.COM](https://onetrust.com)

**onetrust**

As society redefines risk and opportunity, OneTrust empowers tomorrow's leaders to succeed through trust and impact with the Trust Intelligence Platform. The market-defining Trust Intelligence Platform from OneTrust connects privacy, GRC, ethics, and ESG teams, data, and processes, so all companies can collaborate seamlessly and put trust at the center of their operations and culture by unlocking their value and potential to thrive by doing what's good for people and the planet.  
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# Are your vendors putting you at **risk**?

Data breaches and ransomware attacks from third parties can result in disruptions to your product or service delivery, leaking of customer personal information, damage to reputation, and other operational issues.

Get your third-party risk management program in order.

**Request a demo of Venminder at**  
**[venminder.com](https://venminder.com)**



# Explore the Venminder Platform

Built to seamlessly combine technology with the human touch so you can drive consistency, reduce the overall due diligence workload, and gain valuable insight into the risks your third parties are posing to your organization.

## Venminder Third-Party Risk Software

Gain a 360-degree view of third-party risk by using our SaaS software to centralize, track, automate, assess, and report on your vendors.

### Dedicated Workspaces:

Onboarding, Ongoing, and Offboarding

### Third-Party Risk Management Activities:

Risk assessments (inherent & residual), questionnaires (SIG, NIST, HIPAA, FTC Safeguards Rule, HECVAT, and more), oversight management, issue management, SLA management, continuous monitoring, and more

### Cross-Functional Communication:

Tasks, alerts, notifications, contracts, spend analysis, and more

### Govern Your Program:

Oversight automation, configurable & detailed reporting, advanced workflows, business unit permissions

**Includes:** Unlimited Users / Vendors / Contracts / Questionnaires

## Control Assessments

Get completed risk assessments on your vendor's controls.

- SOC (System and Organization Controls)
- Business Continuity & Disaster Recovery
- Financial Health
- Point-in-Time Cybersecurity
- Data Protection
- Information Security & Privacy
- Contract Compliance
- Regulatory Compliance & Operational
- Vendor Vetting
- SIG Lite
- CAIQ

Our experts review all documentation and questionnaires provided by the vendor and you get a report for each control you wanted assessed with risk ratings, indicators, and recommendations.

## Ongoing Monitoring with Venmonitor™

Utilize risk intelligence data in a single pane of glass to reduce the risk of disruption to product or service delivery, impact to customers, and your reputation due to cybersecurity risks, data breaches, privacy issues, and other critical issues.

- Cybersecurity
- Business Health & Credit Risk
- Privacy
- Adverse Media
- ESG (Environmental, Social, and Governance)
- Know Your Vendor

Available as:

### Point in Time:

On-demand view to highlight risks during pre-contract evaluations and vetting.

### Daily Refresh:

Continuous refresh of data on your existing active vendors so you know when things change.

## Managed Services

Increase your organization's throughput and reduce the need for your own internal staff with Venminder's outsourcing capabilities.

### Document Collection:

Receive expert guidance on your policy or program documents, and ensure they meet regulations and today's third-party risk management best practices.

### Policy and Program Advisory:

Receive expert guidance on your policy or program documents to ensure that they meet regulations and today's best practices.

### Virtual Vendor Management Office:

Create your own customized outsourced services package to assist you with third-party risk management efforts.

## Support & Education

✓ Unlimited Support & Training

✓ Access to Subject-Matter Experts

✓ Free Education

✓ Online Community

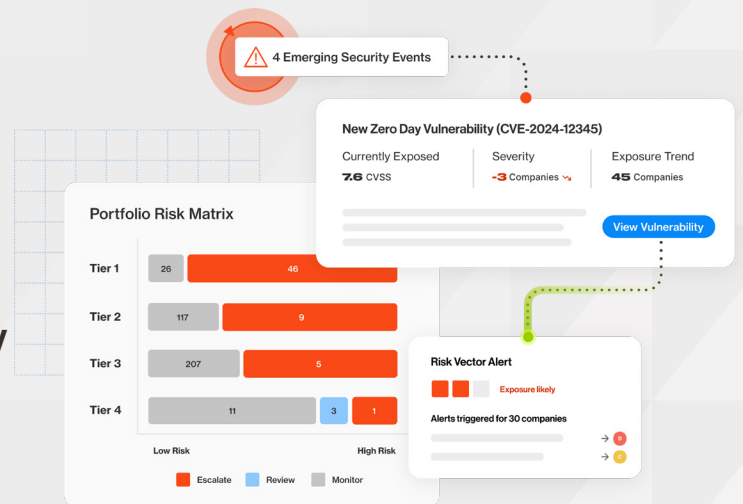


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# The Leader in Cyber Risk Intelligence

Bitsight helps security leaders rapidly **identify exposure** and **detect threats** in order to prioritize, communicate, and mitigate risk across the extended attack surface.



**Founded:** 2011

**Locations:** Boston (HQ), New York  
 Raleigh, Lisbon, Singapore, Tel Aviv

**Customers:** 3,300+

**Investors:** Moody's, Warburg Pincus, Globespan,  
 Capital Partners, Menlo Ventures, Notable Capital

**Leader, The Forrester Wave (2024):**  
 Cybersecurity Risk Ratings Platforms

**Leader, Attack Surface Management (2024):**  
 Frost Radar, Frost & Sullivan

## Solutions



### Exposure Management

- External Attack Surface Management
- Cyber Threat Intelligence
- Third Party Monitoring
- Asset Discovery



### Cyber Threat Intelligence

- Identity Intelligence
- Vulnerability Intelligence
- Attack Surface Intelligence
- Brand Intelligence



### Third Party Risk Management

- Vendor Onboarding
- Continuous Vendor Monitoring
- Professional Services
- Governance Reporting



### Governance and Analytics

- Industry Benchmarking
- Cyber Regulations Reporting
- Cybersecurity Rating
- Executive and Board Reporting

## Our Clients

**Schneider Electric**

**MOODY'S**

**NASA**

**AIG**

**GLASS LEWIS**

**S&P Global Ratings**

**Diligent**



## Customer Use Cases

- **See exposure** across the extended attack surface
- **Contextualize threats** with business impact
- **Prioritize** mitigation and threat remediation
- **Continuously monitor** and respond to third-party risk
- **Automate** third-party assessment and on-boarding
- **Manage** your entire vendor lifecycle in one place
- **Communicate** security performance to stakeholders

## Facts and Figures

**540B+** cybersecurity events in our data lake

**4B+** IPv4 and IPv6 addresses scanned

**1B+** compromised credentials per week

**500M+** domain names monitored

**325M+** cyber rated organizations

**95M+** threat actors monitored

**7M+** daily intelligence items

**6M+** unique IOCs enriched

**55K+** vendors in network

**1K+** underground forums

**700+** APT Groups

**64** patents

## Why Bitsight

**6.4x**

reduction in ransomware likelihood<sup>1</sup>

**75%**

reduction in third-party breach probability

**45%**

reduction in enterprise attack surface breach probability

**297%**

ROI with a payback period of less than 6 months<sup>2</sup>

**96%**

customer support satisfaction score

**70%**

reduction in time spent assessing and onboarding vendors

<sup>1</sup> By improving security rating from <600 to +750

<sup>2</sup> Forrester Total Economic Impact of Bitsight

# The Black Kite Difference

## The Clear Advantage in Third-Party Cyber Risk Management

Black Kite is driving innovation in third-party risk management (TPRM) with a cyber ecosystem risk intelligence platform built on Accuracy, Speed, Transparency, and Collaboration. Our innovations empower organizations to make informed decisions, respond to risks with agility, and build a more resilient cyber supply chain.

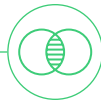
### Accuracy



The trusted source for defensible cyber risk data.

- Black Kite has eliminated false positives down to less than 5%, ensuring confidence when approaching vendors.
- Risk insights are delivered via a clear, intuitive dashboard.
- Vulnerabilities are shown at the asset level.

### Transparency



The only open standards third-party cyber risk platform.

#### INDUSTRY-RECOGNIZED METHODOLOGIES

- MITRE
- CWSS & ATT&CK Frameworks
- Cyber Threat Susceptibility Assessment (CTSA) & CWRAF™
- NIST Standards (NIST 800-53, CSF, CSF v2.0.)

#### COMPREHENSIVE INTELLIGENCE

- Technical Ratings: Over 290+ controls mapped to 20 technical categories.
- Compliance Correlation: Supports 17 global standards with AI-driven gap analysis using UniQuE™ Parser.
- CRQ: Calculates the probable financial impact of a cyber breach to your organization using Open FAIR™.

### Collaboration



The first solution that allows you to invite your vendors into the platform.

- Rapid communications on critical exposures
- Free vendor access with remediation tracking

### Speed



Scale risk response with unparalleled speed.

Black Kite's continuously updated global database provides unmatched coverage and depth.

#### UNMATCHED DATA COVERAGE

- **500M** Domain names
- **6B** Subdomains
- **4B** Service fingerprints
- **10B** SSL certificates
- **100B** DNS and Whois records
- **100B** Web pages
- **34M+** Companies



#### CONSUMABLE RESULTS IN MINUTES

##### Dashboards:

- MITRE-based letter grade cyber ratings
- Automated compliance mapping
- Cyber Risk Quantification (CRQ)
- Remediation details
- FocusTags™ threat intelligence
- Ransomware Susceptibility Index® (RSI™)

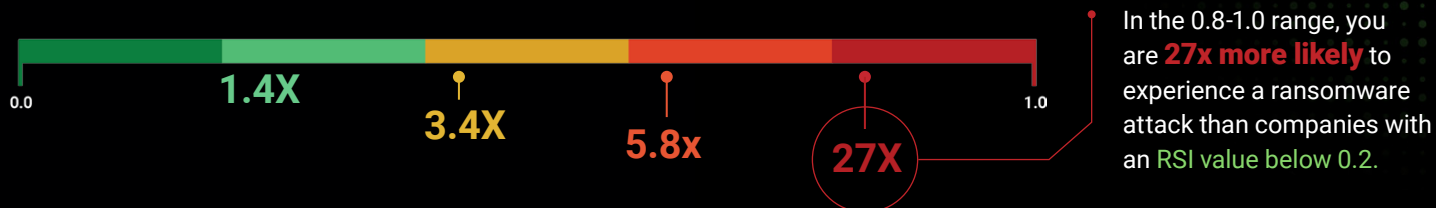
**“It’s the only vendor in this evaluation whose customers were unanimously satisfied with its rating accuracy.... Black Kite’s unique focus on standards-based ratings tackles the industry’s ratings integrity problem head-on.”**

*The Forrester Wave™: Cybersecurity Risk Ratings Platforms, Q2 2024*

# Standout Features

## Ransomware Susceptibility Index® (RSI™)

The world's only tool that specifically measures an organization's likelihood of experiencing an attack by analyzing 30 controls associated with ransomware attack vectors.



## FocusTags™

Real-time threat intelligence powered by Black Kite's research team identifies potential exposure to event-driven risks within your vendor ecosystem and prioritizes risks across three dimensions:

- Criticality (CVSS/CWSS)
- Exploitability (EPSS)
- Confidence levels (medium, high, very high)

## Integrations

Open API and pre-built integrations with tools you use every day ensure streamlined workflows:



Plus: ZenGRC, Adaptive Shield, Obsidian Security, Valence Security, Rootshell Security, Balbix, BlinkOps, Templar Shield, Webhook, Standard Fusion, Revial Data Security, Navex, C1risk, and more coming.

## Expertise

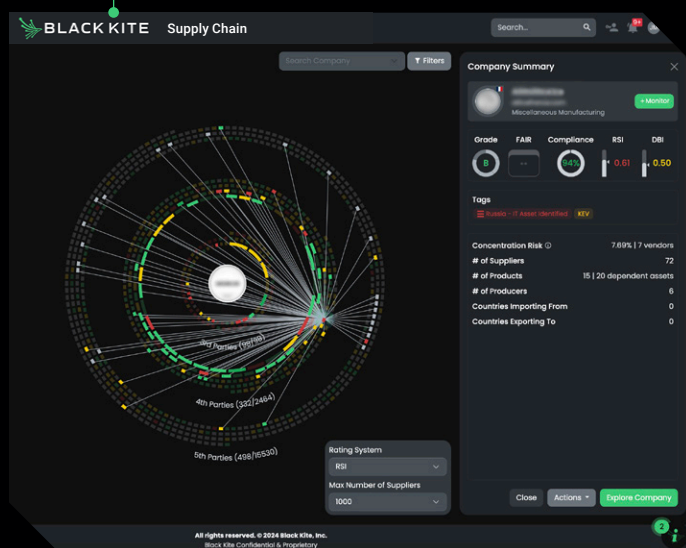
Black Kite's team brings unmatched knowledge and experience to our customers' success, guiding organizations of any maturity to the next level of cyber resilience.

## Customer Satisfaction

Trusted by more than 3,000 customers across banking, insurance, healthcare, manufacturing, retail, and government. Consistently highly rated in customer satisfaction with a Net Promoter Score (NPS) of 75+.



Visualize Your Supply Chain



To learn more, [schedule a meeting](#) with us.



# Transforming vendor risk management from checkbox tasks to **scalable insights with Vanta**

Manage vendor risk at scale through a transparent, efficient, and comprehensive view of your vendor portfolio.

Vanta helps you accelerate the vendor security review process and uncovers actionable insights that enable proactive vendor risk management.

Vendor risk management is a tedious, manual task—one that’s necessary for security and compliance but rarely gets the attention it deserves. With the increase in third party breaches, the proliferation of SaaS tools, and emerging AI technologies, vendor risk management is now more important than ever.

## Actionable insights

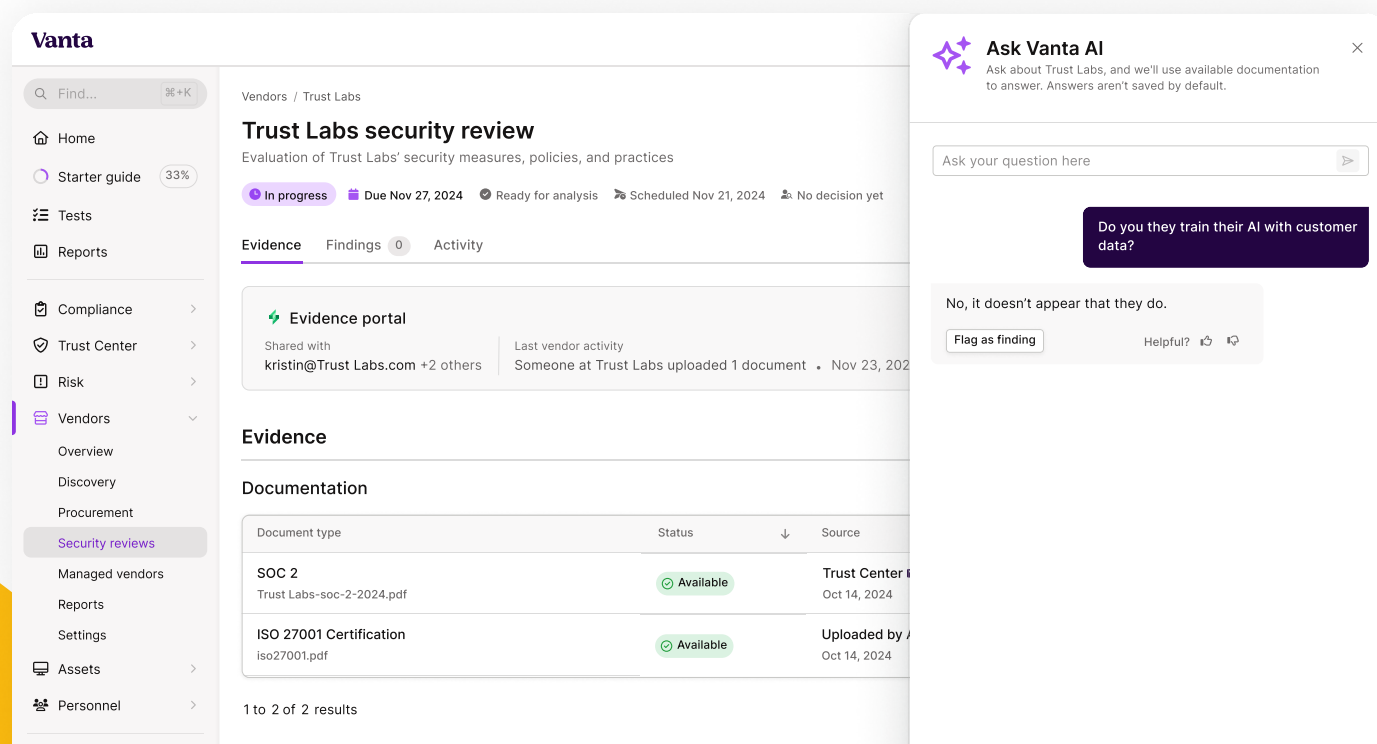
At Vanta, VRM isn’t just a compliance checkbox, but a strategic, value-driven part of your broader Governance, Risk, and Compliance (GRC) program. Our solution surfaces the most important and actionable vendor risk insights, helping you focus on what truly matters: identifying real risks, creating remediation plans, and tracking it all back to your risk program.

## AI-powered vendor security reviews

Vendor security reviews are time consuming and overwhelming — from prioritizing the most important vendors to , collecting required evidence, processing large volumes of data and identifying emerging vulnerabilities. With Vanta, AI and automation are at the core of our security review process, improving efficiency and accelerating risk detection. Our AI-powered tools reduce the time it takes to complete a vendor security review by up to 50%! Vanta empowers your team to stay ahead of evolving security risks while minimizing manual effort. Leading to stronger security posture and faster response times, so your team can act fast on critical security findings.

“It used to take us 50 hours per vendor to perform a security review, a process my team has to repeat across more than 50 vendors annually. Vanta's Vendor Risk Management solution allows us to reduce this to only a few hours a week for each vendor, freeing up time to focus on more strategic security objectives.”

George Uzzle,  
Chief Information Security Officer



Integrated vendor risk

Managing vendor risk separately from your organizations risk management efforts creates gaps in your overall risk monitoring system. Vanta's VRM solution integrates seamlessly with your broader security and compliance programs, allowing you to track and monitor vendor risk within the same platform. This integrated approach feeds directly into your GRC program, enabling you to demonstrate due diligence in third-party risk management to auditors and customers.

Comprehensive view

One of the biggest challenges in vendor risk management today is tool sprawl. With fragmented systems, companies struggle to get a complete, unified view of their third-party risk resulting in isolated data, incomplete insights, and higher exposure to risk. Vanta’s VRM solution provides a comprehensive, integrated space to manage all vendor risk data. Whether you're tracking vendor performance, security posture, or compliance status, our system consolidates it all, offering a real-time, holistic view of your vendor ecosystem.

Leverage automation and Vanta AI to reduce the time it takes to complete a security review by up to 50%

Vanta AI

Let Vanta AI do the tedious work for you—from answering preset questions to re-analyzing documents— saving you time and resources.

Customized risk rubric

Use Vanta’s rubric to auto-assign default risk scores, or manually assign risk levels, based on your criteria.

Security templates

Use pre-built questionnaire templates or create your own—and let AI do the rest.

First party data

Access first-party data through Vanta’s growing network of Trust Centers, giving you a more accurate view of your vendor risk.

Smart vendor communication

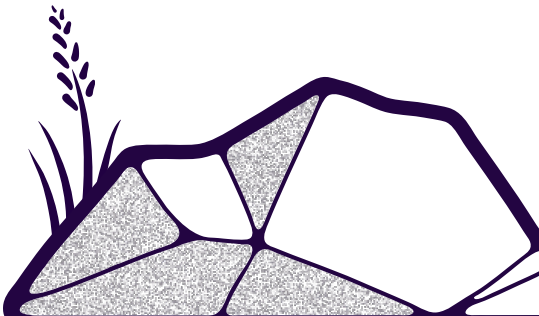
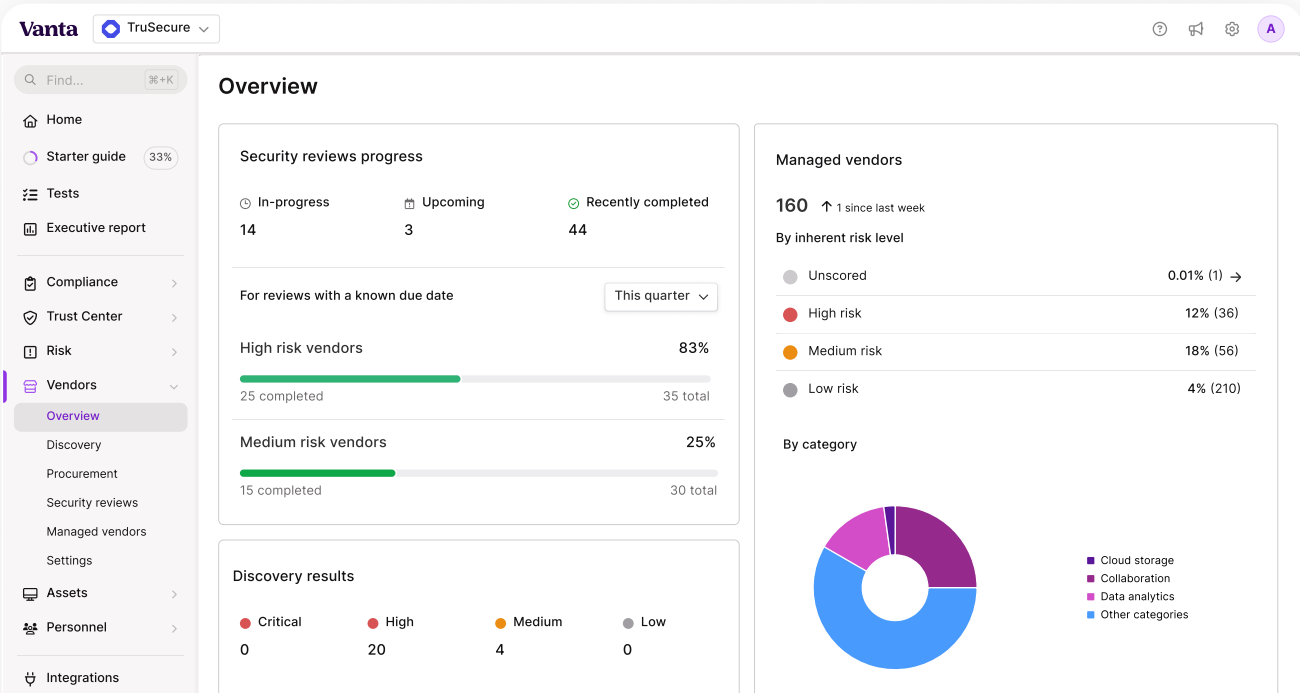
Automatically request evidence from vendors, and book follow-ups so no details fall through the cracks.

Procurement integration

Streamline workflows and stay on top of procurement requests by connecting your procurement system with Vanta.

“We use Vanta for VRM, which helps us immensely. The AI feature pulls out the most important details so we don’t have to spend time combing vendor documentation word for word.”

Mandy Matthew,  
Lead Senior Security Risk Program Manager



Vanta

Automate compliance. Simplify security. Demonstrate trust.

Vanta is the leading trust management platform that helps simplify and centralize security for organizations of all sizes. 10,000+ companies, including Atlassian, Omni Hotels, Quora, and ZoomInfo, rely on Vanta to build, maintain, and demonstrate trust—all in a way that's real-time and transparent. Founded in 2018, Vanta has customers in 58 countries with offices in Dublin, London, New York, San Francisco, and Sydney.

To learn more, visit: [www.vanta.com](https://www.vanta.com) | [sales@vanta.com](mailto:sales@vanta.com)