

# Don't Go Backwards!

*The path forward in an evolving  
TPRM landscape*

Whistic | John Finizio

# AGENDA

- **Introductions and Background**
- **Polling Question (Maturity)**
- **Legacy TPRM**
- **TPRM as a Service**
- **Polling Question (Innovation)**
- **Best Practices Sharing**
- **Stakeholder Alignment and Value**

# Introduction



**John Finizio**

**VP, Security, Risk & Compliance**

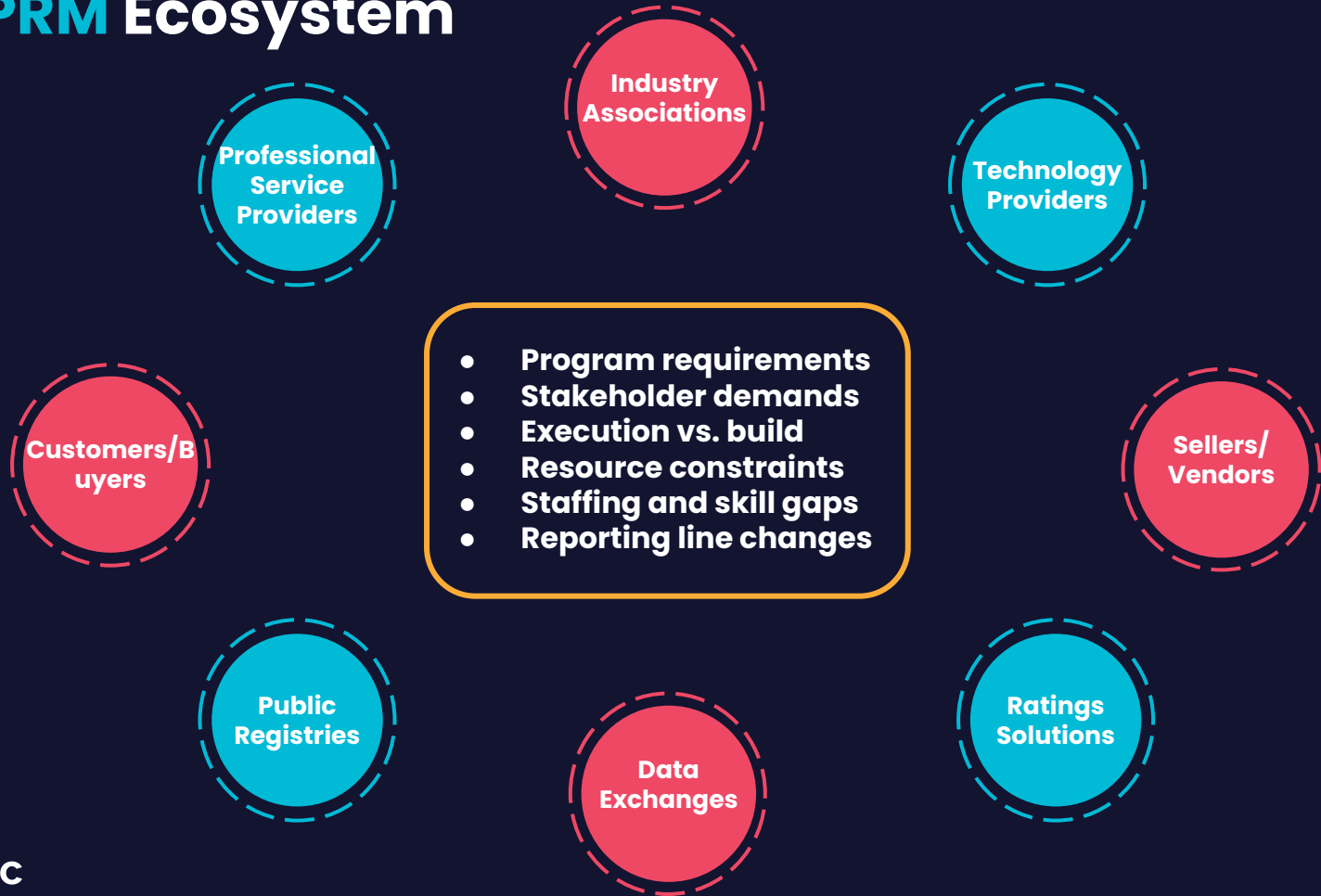
- **20 years of experience in Security, Audit, Third Party Risk, and TPRM Product Development.**
- **EY, JPMorgan Chase, TruSight, Whistic**
- **Product Design and Professional services that help leaders design, build and mature TPRM Programs.**
- **Based in Columbus, Ohio**
- **Wife and three children, enjoy biking, reading/listening to books, playing/watching/talking golf.**

## Polling Question

Which best describes the maturity of your third-party risk management program?



# The TPRM Ecosystem



# Legacy TPRM



## Waiting for requests

Non value-added time spent on data collection



## Questionnaire Driven

Recreating the wheel and more effort for your vendors



## Vendor Experience

Vendors along for the ride with little value to them



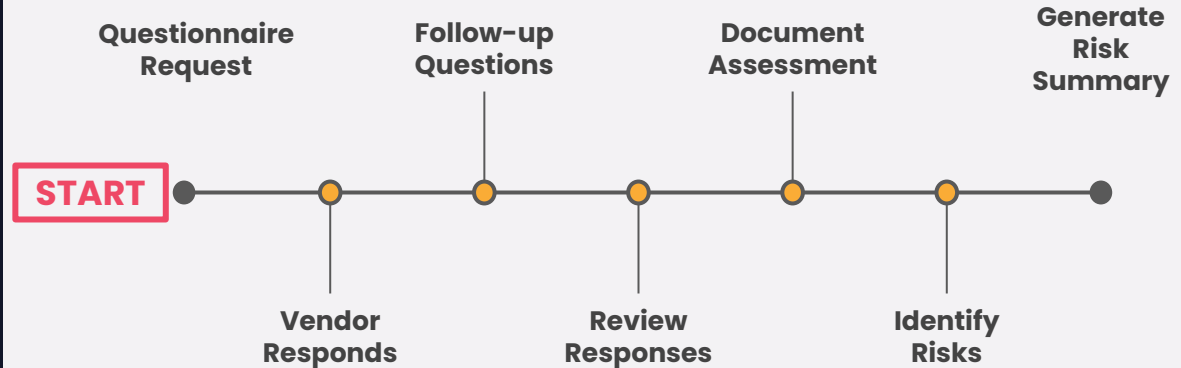
## One size fits all

Due diligence lacks nuance and focus



## Manual analysis

Analysts sift through mountains of documentation



# Modern TPRM as a Service



## Leverage Other Data Sources

Access thousands of trust centers on demand



## Tailored Control Set → Focused Assessment

Tailored questions based on prior analysis and risk



## Focus on Risk, Not Compliance

Turn compliance questionnaires into risk assessments



## Dynamic Methodologies

Smart risk rating that drives due diligence

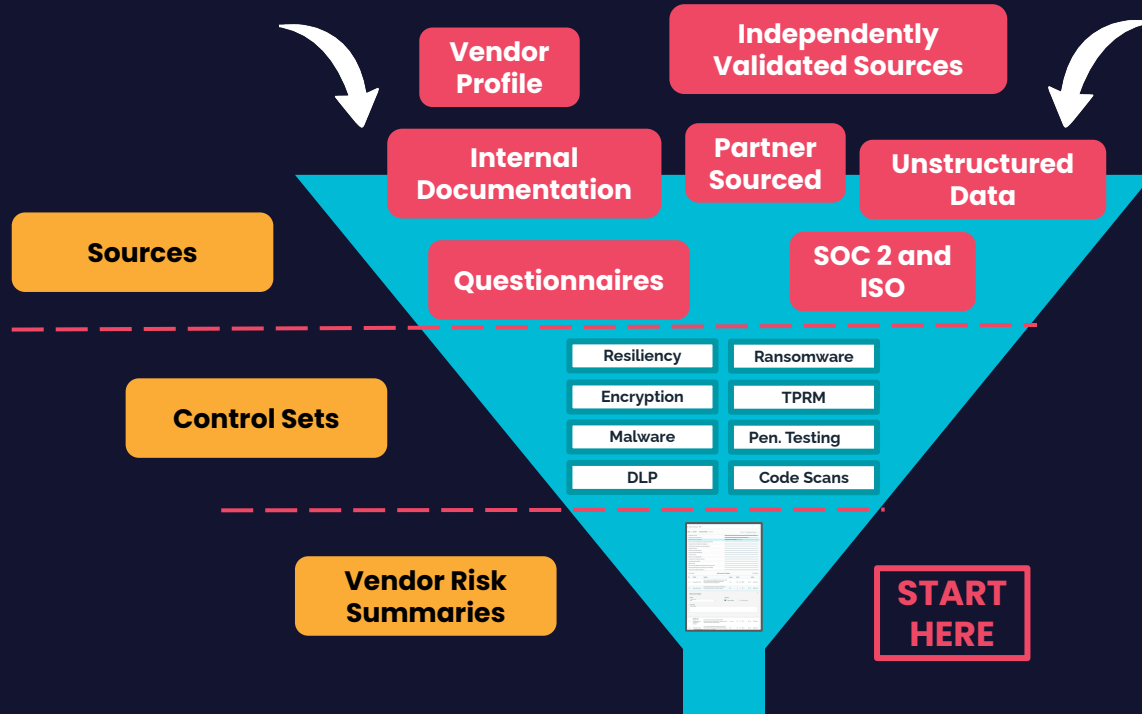


## Technology and AI

Get insight and mine for risk without the manual effort

# AI, Data, and TPRM as a Service

Assess third-party risk and build customer trust without the need to request or respond to questionnaires.





# Polling Question

## How does your TPRM Program think about innovation?

1

### **Reactive**

We only talk about innovation when we are forced to.

2

### **Passive**

We talk about it, but get discouraged due to complexity and legacy process.

3

### **Active**

Look at and implement new TPRM methods and approaches, but inconsistently.

4

### **Proactive**

Continually benchmark our Program and have defined process to evaluate new capabilities

# Stakeholder Alignment and Value

**Alignment with stakeholders is the start of your program  
creating more value for your business**

## **Info/Sec**

Internal Infosec policies and controls are applied in a similar manner

## **Business Owner**

TPRM is baked into the business requirements at the time engagement is scoped

## **Risk Manager**

Applies risk management methodology that fits within broader RMF

## **Procurement**

Requirements are not a surprise to third parties. They are built into the contract

# Thank you

For more information, contact:

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