

# Case Study: Beachbody

How Beachbody Improves Its TPRM Program Health with Prevalent

*Beachbody is a multi-platform health and wellness company that offers exercise programs, supplements, and nutrition guidance to end users. They pair a wide variety of expert-led workouts and positive mindset master classes with comprehensive nutrition guides, calendars, and supplements, each proven to produce results. The Beachbody community is composed of world-renowned trainers, top nutritionists and scientists, thousands of customers-turned-support coaches, and over 2 million customers – all providing the necessary motivation and accountability for success.*

## The Challenge

At Beachbody, the security and legal teams work very closely together. The security team is responsible for the third-party risk management program, which is led by Sam Cortez, director of security governance and compliance. Sam conducts a security review of every new vendor before legal gets involved in reviewing contract terms. This timely review helps him determine how risky it could be to do business with the vendor before legal goes through the work of negotiating contract terms.

Sam previously ran this process using SmartSheet™ and a condensed version of the Shared Assessments Standard Information Gathering (SIG) questionnaire. Sam had used the SIG as a base to create a survey more relevant to Beachbody. Based on the answers in the assessment, the SmartSheets form that Sam created would then provide a risk score for the vendor. Beachbody could then address the risks that were identified.

“When our CISO recognized how manual the process of assessing vendors was, he recommended a service to help us to save time on the work of sending out vendor assessments and reviewing them for risks,” Sam said.

Sam and the Beachbody team sought a solution that could evolve their TPRM program from the manual process they’d developed to one that was able to scale more effectively.



**Industry:** Health and Wellness

**Location:** United States

**Challenge:** Manual vendor assessment processes required too much time and provided limited scale

**Solution:** The Prevalent™ TPRM Platform

**Benefits:**

- Streamlined contract reviews of net-new vendors and renewals
- Scalable TPRM program that eliminates manual risk assessments
- Improved documentation for historical reporting

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*- Sam Cortez, director security governance and compliance, Beachbody*

## The Solution

Beachbody selected the Prevalent™ Third-Party Risk Management Platform, including Vendor Threat Monitor for continuous risk monitoring and the Vendor Intelligence Network for pre-filled assessments. Sam said that the Prevalent Platform is tightly integrated into their process

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Sam uses these notes, which can include emails turned into PDFs and other documentation, to validate any previous assessments and then expand into evaluating any net-new service that they might be adding. Sam signs off on any vendor that Beachbody works with, so these notes are crucial to provide insight to other members of the security team—especially if one of their vendors gets breached.

Sam also uses Prevalent as a central repository for third-party risk management intelligence. He connects Prevalent’s Vendor Threat Monitor solution with other intelligence tools and can use the Prevalent dashboard as directional guidance for where he may need to investigate in more detail. Prevalent is the central platform in the Beachbody third-party risk program.

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## ROI Savings & Benefits

Beachbody has saved a lot of time in their TPRM program with Prevalent. Sam’s previously manual process was very time intensive, and with Prevalent he can now assess new vendors faster and conduct due diligence during renewals more efficiently.

Prevalent’s solution ensures that Sam can continue to assess vendors efficiently even with limited resources. As a way to further drive benefits from Prevalent, Sam aims to spend more time with the platform’s reporting features and integrate those into his reporting for board-level consumption.

**“My goal is to leverage reporting better to show upper management more detailed insights into our supply chain, so senior management can make better decisions about which vendors to work with or continue working with.”**

*- Sam Cortez, director security governance and compliance, Beachbody*

## About Prevalent

Prevalent takes the pain out of third-party risk management (TPRM). Companies use our software and services to eliminate the security and compliance exposures that come from working with vendors and suppliers throughout the third-party lifecycle. Our customers benefit from a flexible, hybrid approach to TPRM, where they not only gain solutions tailored to their needs, but also realize a rapid return on investment. Regardless of where they start, we help our customers stop the pain, make informed decisions, and adapt and mature their TPRM programs over time.