

# The Investment Center

## Introduction

This case study of The Investment Center is based on a June 2021 survey of Prevalent customers by TechValidate, a 3rd-party research service.

“Streamlined the process.”

## Challenges

- Their primary vendor risk assessment pain points were:
  - Too much time spent scouring through disconnected sources of information to make good risk-based vendor selection decisions
  - Too much time spent manually onboarding new vendors
  - Lack of visibility into the baseline risks with a new vendor
  - Complex, manual assessment processes (e.g., using spreadsheets)
  - No real-time insight into vendor cyber, reputational and/or financial risks
  - Lack of insight into vendor success (e.g., measuring whether they live up to their contractual commitments)
- Estimated time spent on vendor sourcing and selection:
  - Before Prevalent: 1 day+
  - Since Prevalent: 4+ hours
- Estimated time spent on vendor intake and onboarding:
  - \*\*Before Prevalent: 1 week+
  - Since Prevalent: 4+ hours

### Company Profile

Company:  
**The Investment Center**

Company Size:  
**Medium Enterprise**

Industry:  
**Financial Services**

### About Prevalent

Prevalent is helping global organizations manage and monitor the security threats and risks associated with third and fourth-party vendors.

### Learn More:

[Prevalent](#)

## Use Case

- Currently assessing their vendors for the following:
  - Business Resilience
  - Cybersecurity
  - Data Privacy
  - Financial & Credit

## Results

- Level of agreement:
  - Prevalent provides the inherent risk visibility they need to focus on specific areas of their vendors’ risks: agree
  - Prevalent provides the real-time cybersecurity, reputational and financial intelligence they need: agree
  - Prevalent provides the inherent risk visibility they need to focus on specific areas of their vendors’ risks: agree
  - Prevalent provides a programmatic process to offboard vendors that reduces risk: agree
- Prevalent is critical on the following vendor lifecycle stages:
  - Sourcing and selection of vendors: important
  - Intake and vendor onboarding: important
  - Scoring inherent risks: important
  - Assessing vendors and remediating risks: important
  - Continuously monitoring for vendor cybersecurity, reputational and financial risks: important
  - Managing ongoing vendor performance and SLAs: important
  - Offboarding and termination of vendors: important
- Level of agreement:
  - Prevalent allows us to do our job more effectively: strongly agree
  - Prevalent’s vendor risk assessment process is invaluable to our group: agree
  - Prevalent reduced the time and complexity required to perform vendor risk assessments: agree
  - We have realized major cost savings with Prevalent’s vendor risk management process.: agree