

## Medium Enterprise Professional Services Company

### Introduction

This case study of a medium enterprise professional services company is based on a June 2021 survey of Prevalent customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“Allows us to access vendor cybersecurity information from a single source that is reliable.”

### 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
- Estimated time spent on vendor sourcing and selection:
  - Before Prevalent: 1 week or more
  - Since Prevalent: 1 day+
- Estimated time spent on vendor intake and onboarding:
  - Before Prevalent: 1 week+
  - Since Prevalent: 1 day+

### Use Case

- Currently assessing their vendors for the following:
  - Cybersecurity
  - Data Privacy

### Results

- Prevalent is critical on the following vendor lifecycle stages:
  - Sourcing and selection of vendors: critical
  - \*\*Intake and vendor onboarding: very Important
  - Scoring inherent risks: very Important
  - Assessing vendors and remediating risks: very Important
  - Continuously monitoring for vendor cybersecurity, reputational and financial risks: important
- Level of agreement:
  - Prevalent allows us to do our job more effectively: agree
  - Prevalent’s vendor risk assessment process is invaluable to our group: strongly agree
  - Prevalent reduced the time and complexity required to perform vendor risk assessments: strongly agree

#### Company Profile

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:  
**Medium Enterprise**

Industry:  
**Professional 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:

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