

# State & Local Government

## Introduction

This case study of a state & local government is based on an October 2019 survey of Prevalent customers by TechValidate, a 3rd-party research service. The profiled organization asked to have their name blinded to protect their confidentiality.



“Prevalent enables us to know what risks there are with vendors hosting our data.”

## Challenges

The business challenges that led the profiled organization to evaluate and ultimately select Prevalent:

- Top drivers for purchasing their Prevalent third-party risk management solution:
  - Compliance – reporting against specific regulatory or industry framework requirements
  - Greater risk-based intelligence
- Challenges that deploying Prevalent solved for their organization:
  - A lack of insights to make risk-based decisions
  - A lack of guidance in addressing industry standards or third-party regulatory compliance requirements for cyber risk, InfoSec, or data privacy
  - An inability to share completed assessment content and supporting evidence to more quickly identify risks and vulnerabilities
- Vendors evaluated before choosing Prevalent:
  - CyberGRX

## Use Case

- Regulations or industry frameworks they must regularly report against:
  - HIPAA
- Looking to grow the number of vendors they assess in the next 12 months by 0-10%.

## Results

The surveyed organization achieved the following results with Prevalent:

- The following Prevalent capabilities in terms of how differentiated they are compared to the competition:
  - Breadth of available surveys: very differentiated
  - Assessment scheduling and automated chasing reminders: differentiated
  - Automated risk and compliance register: very differentiated
  - Centralized document/evidence management: differentiated
  - Identify key controls and apply reporting to the most critical relevant risks: differentiated
  - In-solution communication with suppliers on remediating risks: differentiated
  - Map results to regulatory and industry frameworks like ISO, NIST, GDPR, CoBIT 5, SSAE 18, SIG, SIG Lite, NYDFS for reporting purposes: differentiated
  - User dashboard of tasks, schedules, risk activities, survey completion status, agreements, and documents: differentiated
- Saved about 1 week per assessment on average by utilizing the Prevalent Platform.

### Organization Profile

The organization 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.

Organization Size:  
**State & Local**

Industry:  
**Government**

### 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](#)