



## SOFTWARE INDUSTRY

# Hoxhunt Case Study

Every time Hoxhunt provided their solution to new customers, they were asked to fill out gigantic spreadsheets with security questions and it was becoming a drain in their resources.

With Beacon by ThirdPartyTrust, Hoxhunt was able to replace a manual and repetitive vendor response process, inviting customers to a single, centralized security profile comprising all their relevant documents.

**90%**

connection  
acceptance rate

**10%**

customer base  
growth

**5+**

profile shares  
per month

### Pre implementation

- ⊗ Manual process answering one-off spreadsheets with security questions
- ⊗ Key resources focused on answering security questionnaires
- ⊗ Inability to scale the manual security response process



### With ThirdPartyTrust

- ✔ Streamlined process inviting customers to see security documents in the Beacon profile
- ✔ Key resources focused on long term projects and higher value activities
- ✔ Ability to answer as many due diligence requests as needed with a scalable process

*"Customers are usually looking for our SOC 2 report or SIG Lite, but we were sharing that information in a one-off manner. With Beacon by ThirdPartyTrust, security questionnaires haven't been an issue, as we're now responding in a more organized way. It has also allowed us to divert our company resources to projects where they're better spent."*

**Sean Bullock, Contract Manager at Hoxhunt**