



## CASE STUDY

# Software Vendor

The profiled organization provides a platform for Legal teams to manage their case documentation, including personal, medical, and other highly sensitive data. The Sales and Security teams were constantly hit with 200-question security assessments, so they needed a scalable, efficient way to communicate their security posture to their customers.

### Pre implementation

- ⊗ The assessment request came at the end of the sales cycle, putting pressure to the Security team
- ⊗ Security used to start from scratch on every assessment, manually answering questions and sharing documents
- ⊗ Back and forth via email over requirements and findings



### With ThirdPartyTrust

- ✔ The Sales team starts the conversation around security much earlier in the sales cycle, proactively sharing documentation
- ✔ A single profile centralizes their SIG Core and Lite, SOC reports, pentests, etc.; customers review them with a self-service approach
- ✔ Centralized communication in the platform makes the follow-up easier

*"As a vendor, we're now able to cut down on repetitive efforts with Beacon by ThirdPartyTrust. The questionnaires we already filled out are available in our security profile, and our customers can use those instead of issuing their own questionnaire or creating additional requirements"*

**IT Director, Software Company**