

# Spiff Case Study

Spiff is a leading sales commission software provider. They use both Enterprise and Beacon by ThirdPartyTrust to accelerate third-party risk assessments of their providers while scaling their own security response process as a vendor.



**95%+**  
saved hours



**99%**  
customer  
satisfaction rate



**15**  
profile shares  
a month

## PRE IMPLEMENTATION

- Customers constantly asking about updated security data
- Answering the same questions and sharing the same documents
- Multiple and outdated versions of documents circulating
- Same set of questions for assessing different types of vendors

## WITH THIRDPARTYTRUST

- ✓ Proactively notifying customers of new security data
- ✓ Streamlined process to invite customers to view the security profile
- ✓ The Beacon profile stores the most updated documents
- ✓ Customized requirements according to type of vendor

*"ThirdPartyTrust solved the rinse and repeat problem with GRC. It makes third-party risk assessments almost painless for both sides, and it has created a growing network of vendor profiles to accelerate assessments".*

**Sean Jackson, Director of Information Security at Spiff Inc**