



# CASE STUDY | SOFTWARE

## Vertafore

With Beacon by ThirdPartyTrust, a large software company Vertafore has centralized all their security credentials by building a sharable security profile and inviting customers to review their documents with the click of a button.

*"ThirdPartyTrust was an easy choice to reduce a heavy flow of customer requests which is increasing as the company grows. Cutting the sales cycle and improving the customer relationship was a no brainer. ThirdPartyTrust is a true partner to Vertafore."*

**Michelle Covert, Manager – Governance, Risk & Compliance, Vertafore**



### Team improvements



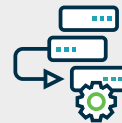
250+ security profile shares per year



75% workload reduction



90% invitation acceptance rate



700% reduction to pre-sales security review



99% customer satisfaction rate