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NOW MATTERS

Battle Royale:
Who Wins in Vendor Security?

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What are the real pain points in vendor security today?

How can we improve?

How can I manage vendor security questionnaires without becoming overwhelmed?

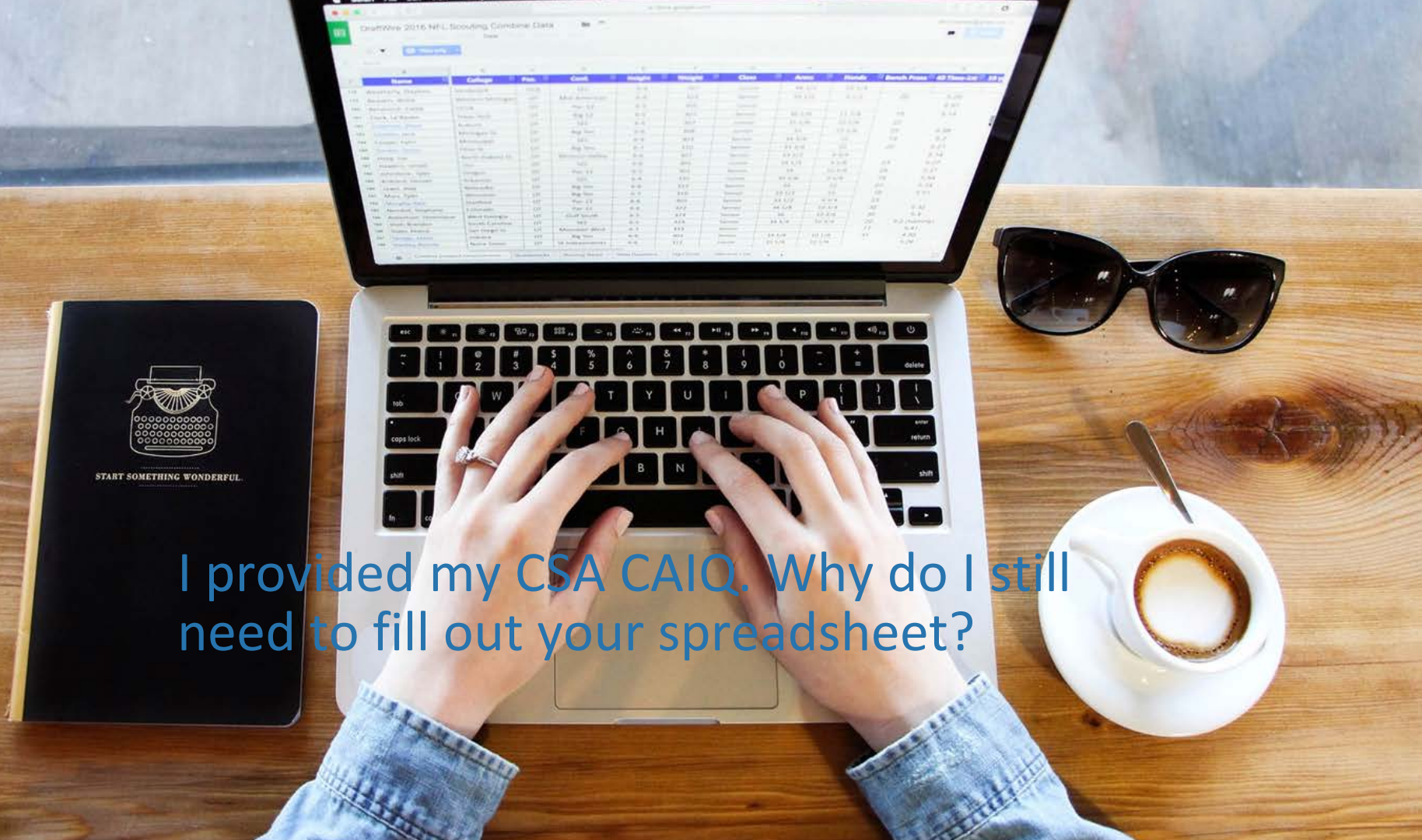Why do I need to answer questions about mainframes when I'm 100% in the cloud?

I provided my CSA CAIQ. Why do I still need to fill out your spreadsheet?

Why aren't more vendors comfortable posting questionnaires online?

Don't be afraid! It's a process.

Use blanks or "N/A" responses as a reason to improve.

Today the process is highly manual. Plan accordingly.

Opportunity or impediment?

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Why isn't the VSA questionnaire more widely accepted?

How can vendor security questionnaires be an opportunity for a start-up?