

# RSA® Conference 2018

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## Battle Royale: Who Wins in Vendor Security?

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#RSAC



A person with a beard and glasses, wearing a purple long-sleeved shirt and blue shorts, is rappelling down a steep, dark grey rock face. They are using a rope and a carabiner. The background shows a steep, rocky mountain slope with patches of green vegetation and small evergreen trees. The sky is overcast.


**What are the real pain points in vendor security today?**

**How can we improve?**



How can I manage vendor security  
questionnaires without becoming overwhelmed?

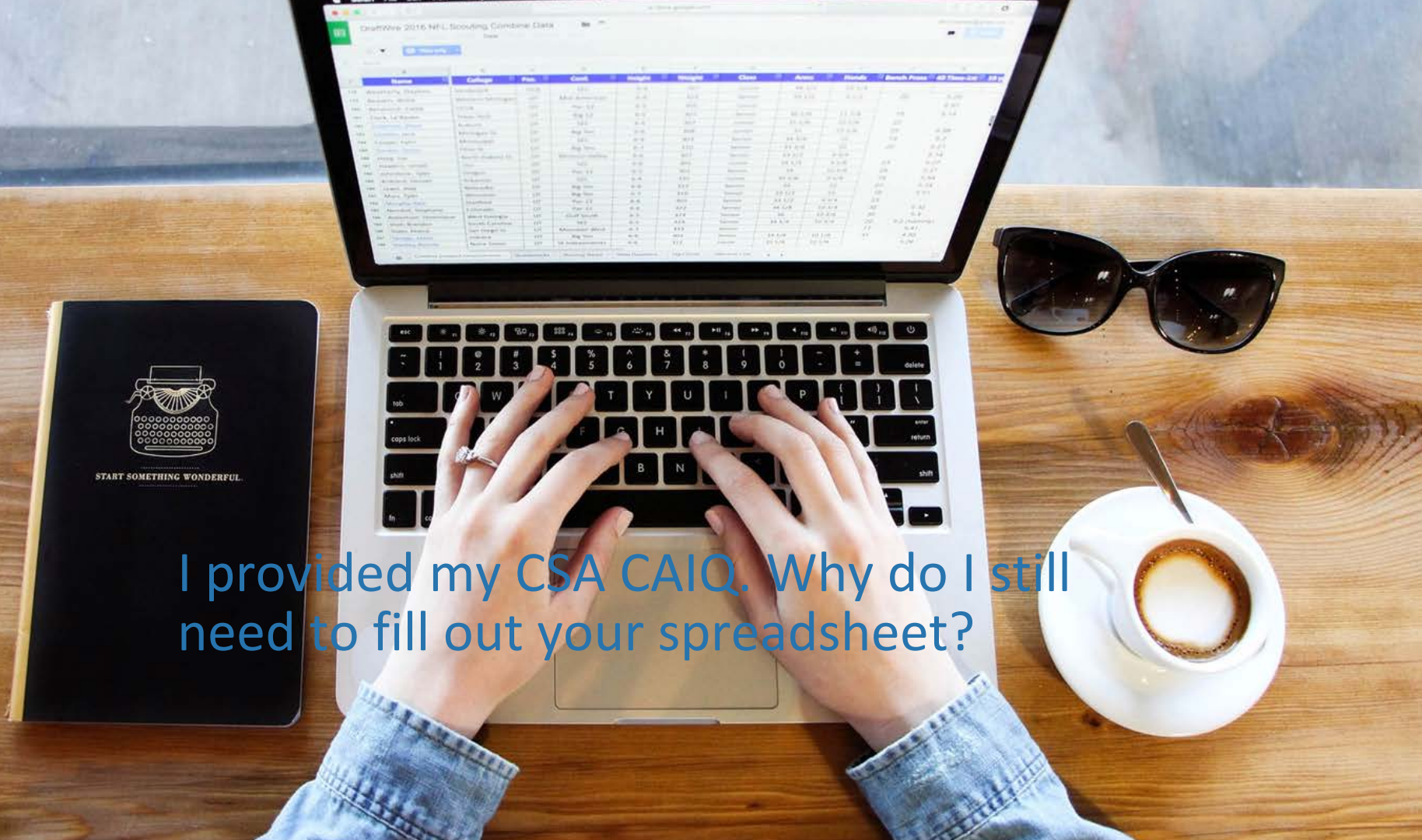


A young boy is shown from the chest up, wearing a bright yellow short-sleeved shirt and a black cape. He is also wearing orange-tinted goggles. He is looking upwards and reaching his right arm towards a bright sun in a cloudy sky. The sun is in the upper left corner, creating a strong lens flare effect. The clouds are soft and white, filling the background. The overall mood is one of aspiration and reaching for goals.

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?

# Key Takeaways



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?



# SOLVING VENDOR MANAGEMENT RISK TOGETHER

The Vendor Security Alliance (VSA) is a coalition of companies committed to  
improving Internet security.

## Why isn't the VSA questionnaire more widely accepted?







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