

## CISO Panel

Solving the Third-Party Risk Management Challenge:  
From Failure to Success



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 SAFE

Date: June 4

Time: 2:45 EDT

Room: Potomac D

# Why third party risk matters?

Third-Parties are your extended attack surface

# 87%

of the Fortune 1000 organisations were affected by  
a significant cyber incident at a third party in the previous 12 months



# CISOs and TPRM Leaders Struggle For the Right Answers



“How would we know if there is a third party breach?”

“How resilient are we if a critical third party suffers an incident?”

“Do we have alternative third parties for highest risk and most critical vendors?”

“Do we know how to assess materiality of third party incidents?”

“How are we actively monitoring what data we are sharing with third parties and how that data is being used?”

## CISO

“Έχουμε πάνω από δέκα χιλιάδες τρωτά σημεία , είναι συμβατό με το ογδόντα τοις εκατό”

## **Old Way** - Compliance Based

Provide self-assessment questionnaires to declare control list

Focus is on third party security incident likelihood

Chase third parties to remediate gaps

Use generic contract language to hold 3rd parties responsible

Pay per Third Party making it difficult to monitor a larger group

## **New Way** - Risk Based

Focus on top-priority requirements and verify the evidence

Manage Third Party Risk Impact Using Zero Trust Controls

Partner with Third Parties to Improve their Security Programs

Prioritize Third Parties Based on Risk to Your Business

Reduce cost while covering all your key third parties



# SAFE TPRM Is Here **To Change The Game**

# SAFE TPRM Platform is here to change the game

1

**Focus on Critical  
Third-Party Controls and  
Verify with Evidence**

(Elite Controls list, FAIR-based)

2

**Manage Third Party Risk  
Impact Using Zero Trust  
Controls**

(Zero-trust internal resiliency  
controls)

3

**Partner with Third Parties to  
Improve their Security  
Programs**

(AI-assisted assessment, Direct  
portal access)

4

**Manage Third Party Risk  
Impact Using Zero Trust  
Controls**

(Zero-trust internal resiliency  
controls)

5

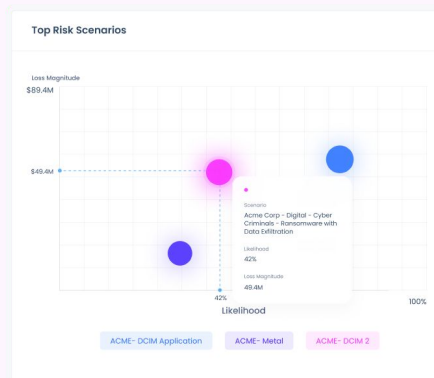
**Scalable with Fixed Pricing  
Independent of Number of  
Vendors**

(Fixed pricing for unlimited vendors)

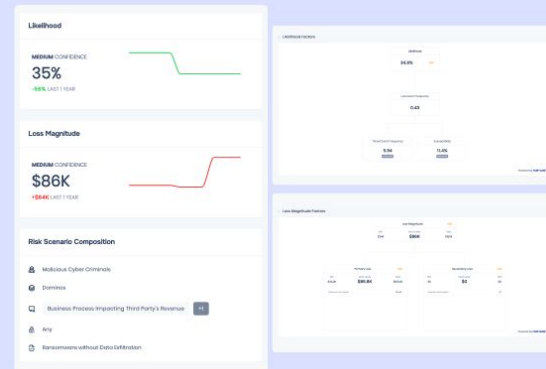
# Only TPRM Platform That Automates, Unifies Your TPRM Program At Scale



Who are your riskiest third parties in \$ terms?



What is the probable likelihood and impact of a third party breach on our org?



What should my third parties do to mitigate risk?



What are the controls that can protect me the most from third party risk?

Top Control Recommendations				25 of 25 Controls Assessed
NAME	PARAMETER	MATURITY PROGRESSION	LIKELIHOOD REDUCTION	
NEW	User Access Control	Capability	NEW → YES	↓ 9.35%
NEW	Hardened Operating System and Services	Capability	NEW → YES	↓ 9.35%
NEW	Secured Software	Capability	NEW → YES	↓ 9.76%
NEW	Hardened Cloud	Capability	NEW → YES	↓ 9.76%
NEW	Multi-factor Authentication	Capability	NEW → YES	↓ 9.92%
NEW	Network Firewall	Capability	NEW → YES	↓ 9.92%
NEW	Endpoint Detection and Response	Capability	NEW → YES	↓ 10.03%
NEW	User Access Control	Coverage	NEW → YES	↓ 10.03%
NEW	Hardened Operating System and Services	Coverage	NEW → YES	↓ 7.45%
NEW	Secured Software	Coverage	NEW → YES	↓ 7.52%

# Exclusive Offer!



## Switch today to SAFE TPRM

- ✓ 50% Off Your First-year Subscription To SAFE TPRM
- ✓ Buy-out Of Your Existing SRS Contract
- ✓ No Limits to Vendors: Bring aboard as many third-party

vendors as you need



Contact us now to receive  
SAFE TPRM at 50% of the cost of  
your current security rating  
contract.





# Third-Party Risk Management Solution

**Future of Cyber Risk Management**



**CTO INNOVATION AWARD**  
MORGAN STANLEY



**BEST RISK MANAGEMENT SOLUTION**  
CISO CHOICE AWARDS 2022™

Thank You!