

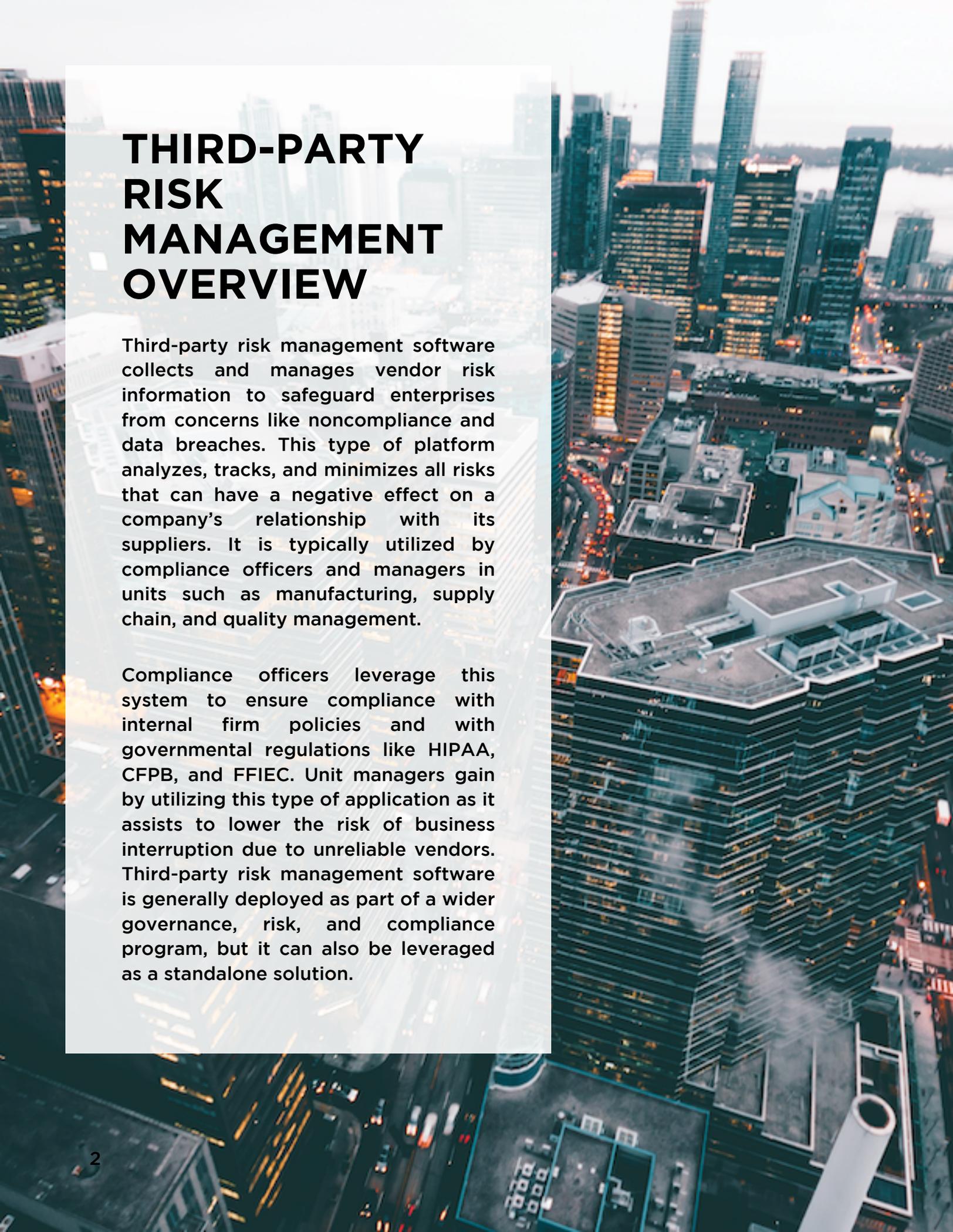
# 2020 SPRING

## CUSTOMER SUCCESS REPORT



## THIRD-PARTY RISK MANAGEMENT CATEGORY



An aerial photograph of a city skyline at dusk or dawn. The sky is a mix of light blue and orange. Numerous skyscrapers are visible, some with their lights on. In the foreground, a large, modern building with a flat roof and many windows is prominent. The overall scene is a dense urban environment.

# THIRD-PARTY RISK MANAGEMENT OVERVIEW

Third-party risk management software collects and manages vendor risk information to safeguard enterprises from concerns like noncompliance and data breaches. This type of platform analyzes, tracks, and minimizes all risks that can have a negative effect on a company's relationship with its suppliers. It is typically utilized by compliance officers and managers in units such as manufacturing, supply chain, and quality management.

Compliance officers leverage this system to ensure compliance with internal firm policies and with governmental regulations like HIPAA, CFPB, and FFIEC. Unit managers gain by utilizing this type of application as it assists to lower the risk of business interruption due to unreliable vendors. Third-party risk management software is generally deployed as part of a wider governance, risk, and compliance program, but it can also be leveraged as a standalone solution.

# Customer Success Report Ranking Methodology

The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings. The overall Customer Success ranking is a weighted average based on 3 parts:

**Content Score** is affected by:

1. Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
2. Customer reference rating score
3. Year-over-year change in amount of customer references on FeaturedCustomers platform
4. Total # of profile views on FeaturedCustomers platform
5. Total # of customer reference views on FeaturedCustomers platform

**Market Presence Score** is affected by:

1. Social media followers including LinkedIn, Twitter, & Facebook
2. Vendor momentum based on web traffic and search trends
3. Organic SEO key term rankings
4. Company presence including # of press mentions

**Company Score** is affected by:

1. Total # of employees (based on social media and public resources)
2. Year-over-year change in # of employees over past 12 months
3. Glassdoor ranking
4. Venture capital raised

## Customer Success Report Award Levels



### Market Leader

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



### Top Performer

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.



### Rising Star

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.



# 2020 Customer Success Awards

Check out this list of the highest rated Third-Party Risk Management software based on the FeaturedCustomers Customer Success Report.



**BITSIGHT**  
The Standard in SECURITY RATINGS

cyber  **GRX**

 **LOGICGATE**

**MetricStream**  
PERFORM WITH INTEGRITY™

**NAVEX** GLOBAL™  
The Ethics and Compliance Experts

**OneTrust**  
PRIVACY, SECURITY & TRUST

 SecurityScorecard



**ARAVO**

 Galvanize

 LogicManager™

ProcessUnity 

**RESOLVER**

 riskconnect.  
Integrated Risk Management Solutions™

SureCloud.

**symfact**

**venminder**



 **Nasdaq** Bwise

 **Panorays**

 **UpGuard**™

# OVERALL BEST

OF THIRD-PARTY RISK MANAGEMENT



**BITSIGHT**<sup>®</sup>  
The Standard in **SECURITY RATINGS**



# BITSIGHT<sup>®</sup>

The Standard in SECURITY RATINGS

## TRUSTED BY

VERACODE

TransUnion<sup>tu</sup>

Nationwide  
Building Society

FannieMae.

Cabela's  
WORLD'S FOREMOST OUTFITTER

## ABOUT BITSIGHT

BitSight transforms how organizations manage cyber risk. The BitSight Security Ratings Platform applies sophisticated algorithms, producing daily security ratings that range from 250 to 900, to help manage their own security performance; mitigate third party risk; underwrite cyber insurance policies; conduct M&A due diligence and assess aggregate risk. With over 1,800 global customers and the largest ecosystem of users and information, BitSight is the most widely used Security Ratings Service.

# 37

Customer references from  
happy BitSight users

[VIEW ALL REFERENCES](#)

"BitSight Discover allows for rapid analysis, and we're finding that its ease of use and comprehensive view of aggregation encourages well-informed decision-making at all levels of business."

Scott Stransky  
Air worldwide

"After a trusted business partner invited us to access BitSight, we used the platform to quickly identify and remediate security vulnerabilities on our network. Since then, we have trusted BitSight to continuously monitor our performance and report improvements to every business partner."

Hector David Sanchez Martinez  
Senior Information Security Analyst, PROSA

"You can't manage what you can't measure. Being in the security and technology world for over 20 years, I like how BitSight uses externally observable data and converts this insight into measurable values that can be transparently shared to get everyone across EPAM on the same page."

Yuriy Goliyad  
Head of Global Operations, EPAM

"It used to take weeks to complete vendor assessments. Now it takes us hours. BitSight Security Ratings facilitate security discussions with potential vendors. It's an integral part of our vendor risk management program."

Michael Christian  
Information Security Manager of Cyber Risk and Compliance, Cabela's



# 2020 MARKET LEADERS





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**VERACODE**

**PINNACOL**  
ASSURANCE

 **ComplySci**

 **ClearSky**

**Blackstone**

## ABOUT CYBERGRX

CyberGRX provides enterprises and their third parties with the most cost-effective and scalable approach to third-party cyber risk management today. Built on the market's first third-party cyber risk Exchange, CyberGRX arms organizations with a dynamic stream of third party-data and advanced analytics so they can efficiently manage, monitor and mitigate risk in their partner ecosystems. Based in Denver, CO, CyberGRX was designed with partners including ADP, Aetna, Blackstone and Mass Mutual, and is backed by Allegis Capital, Bessemer Venture Partners, Blackstone, ClearSky, GV (formerly Google Ventures), MassMutual Ventures, Rally Ventures and TenEleven Ventures.

# 18

Customer references from  
happy CyberGRX users

[VIEW ALL REFERENCES](#)

 "The support and ongoing collaboration we've received from CyberGRX and their customer success team has been extremely responsive and helpful. It has truly changed the way we assess vendors and manage third-party risks. They are always looking for new ways to improve their tools and processes to help us find and address risks. Our executive team..."  
**Kelly Lutinski**  
Director of Enterprise Risk Management, Pinnacol Assurance

 "Third party relationships represent some of the hardest-to-manage cyber risks at organizations of all types. It's a unique challenge that historically has only been solved by adding headcount - an inefficient and difficult to scale approach. Fortunately, the CyberGRX Platform provides a substantially smarter and more secure solution."  
**Jay Leek**  
Director, ClearSky Security

 "The CyberGRX assessment process was comprehensive, yet seamless. The standardized assessment, and their global risk information Exchange, will help us save 400 hours or more traditionally spent on filling in assessments, so we can apply that time on proactively managing our security for our clients."  
**George McKeivitt**  
Chief Technology Officer, ComplySci

 "Third-party risk is escalating dramatically as the vast majority of enterprises are increasingly reliant upon outside suppliers. Traditional vendor attestations are woefully insufficient and the CyberGRX Platform will provide a construct for reducing third-party risk with a programmatic, prioritized construct that is already backed by the world's best..."  
**Bob Brennan**  
Chief Executive Officer, Veracode



## TRUSTED BY



## ABOUT LOGICGATE

LogicGate is an agile GRC software solution that enables organizations to automate and centralize risk and compliance programs. LogicGate's highly configurable platform assists organizations in transforming mission-critical governance, risk, and compliance processes without the support of consultants or corporate IT by enhancing controls and increasing flexibility. Dashboard-style reporting within the platform allows risk and compliance teams to analyze and remediate issues immediately. The company has made the Global RegTech 100 list two years in a row and was recently named the #1 GRC Software on the G2 GRC Grid.

# 10

Customer references from  
happy LogicGate users

[VIEW ALL REFERENCES](#)

"Everything feels clean and consistent with LogicGate. If we had to go through the same due diligence process that we did before, we'd be well prepared."

Amy Hoffmann  
Director of Strategy and Analytics, Team Select Home Care

"The ease of use is so critical, especially from my chair. We want our end users to be partners in our culture of compliance. So the ease of use is really important. I also appreciate the ability to generate the reports that we want, not canned reports. Rather than change our program to meet the reporting, we can build reports to meet our needs."

Scott McAdams  
Chief Audit, Compliance & Risk Officer, Blue Cross and Blue Shield of Kansas City

"With my laptop open, I was able to easily demonstrate the process documentation, supporting evidence, and an audit record of approvals. It was so easy. LogicGate cuts down immensely on the time it takes to complete financial and compliance audits. LogicGate is one of the single best investments we have made."

Kurdeen Karim  
Director of DevSec Ops, Intradiem

"The simplicity of LogicGate's system allows for new users to very easily start working in the system. Especially on the compliance side, those professionals are the ones who are trying to manage the overall system. They've been able to..."

David Stevens  
Chief Privacy Officer & Department Vice President of Compliance, Risk, and Information Governance, Blue Cross and Blue Shield of Kansas City



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### ABOUT METRICSTREAM

MetricStream is the market leader in enterprise Governance, Risk, Compliance (GRC) and Quality Management software, content, and consulting. MetricStream solutions and domain experts help companies thrive in today's increasingly mobile, social, global, and complex business landscape. MetricStream enterprise solutions are used by leading corporations in diverse industries such as financial services, healthcare, pharmaceutical, medical device, high tech manufacturing, energy, manufacturing, food and beverages and automotive to manage their risk management programs, quality processes, regulatory and industry-mandated compliance and corporate governance initiatives.

# 243

Customer references from happy MetricStream users

[VIEW ALL REFERENCES](#)

"We were looking for a scalable solution because risk can be looked at from various perspectives - vendor, cyber, regulatory, etc - and the MetricStream platform addressed our requirements. Technology is truly an enabler, and has helped us eliminate errors due to manual processes, identify risks in a timely manner, and devise remediation plans."

Mohammed Adil Aziz

Assistant VP, Head of IS Governance and Risk, Riyadh Bank

"In today's high-risk markets, our stability as a bank is an important part of our competitive edge. Maintaining that stability involves embracing new and more advanced risk and audit management technologies. After evaluating several top risk and audit solution vendors, we believed MetricStream remained unique in its ability to offer a truly integrated..."

Kathleen Salmons

Chief Risk Officer, Farmers & Merchants Bank

"Technology is helping us streamline our Risk and Compliance processes. It simplifies reporting, thereby enabling our teams to focus their efforts on identifying risks and conducting tests."

Jeneen Paterson

Manager - Governance, Risk and Compliance, Ultimate Software

"Technology is a key enabler. Without data that is accurate, timely, and meaningful, we are blind to our risks. Leveraging technology like MetricStream helps us gather the data that we need to make informed decisions."

Natalie Bamford  
VP Safety, Dnata



# NAVEX GLOBAL™

The Ethics and Compliance Experts

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### ABOUT NAVEX GLOBAL

NAVEX Global's comprehensive suite of ethics and compliance software, content and services helps organizations protect their people, reputation and bottom line. Trusted by 95 of the FORTUNE 100 and more than 12,500 clients, their solutions are informed by the largest ethics and compliance community in the world.

# 92

Customer references from happy NAVEX Global users

[VIEW ALL REFERENCES](#)

"NAVEX Global redirects issue reports to the proper department and allows us to assign and follow up on cases electronically. The system has saved a tremendous amount of time, which allows me to do what I should be doing: conducting investigations and answering inquiries."

Cindy Hamilton

Director of Ethics and Controls Compliance, Telus

"The number one reason we chose NAVEX Global was the depth of the search engine. PolicyTech's variety of search features includes keyword, title, in-text, author, date and process searches."

Susan Andrews-Carden

Director of Clinical Informatics, Methodist Healthcare System of San Antonio

"With NAVEX Global's PolicyTech, documents stay where they are put and the software reminds me when I need to review or update a policy."

Chris Bliersbach

Eastern Idaho Regional Medical Center

"NAVEX Global's Issue and Event Manager allows us to keep all of our information in one place. The improved visibility and collaboration tools allow us to track, measure and mitigate the impact of risk across the entire company."

Michele Reed

Ethics and Compliance Administrator, Con-Way Freight



# OneTrust

PRIVACY, SECURITY & TRUST

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## ABOUT ONETRUST

OneTrust is the largest and most widely used dedicated privacy management technology platform used by more than 1,700 customers to comply with data privacy regulations across sectors and jurisdictions, including the EU GDPR, ePrivacy (Cookie Law), California Consumer Privacy Act (CCPA) and more. OneTrust is co-headquartered in Atlanta, GA and in London, UK, and has additional offices in Bangalore, Melbourne, Munich, and Hong Kong. Their fast-growing team of privacy and technology experts surpasses 500 employees worldwide.

# 62

Customer references from happy OneTrust users

[VIEW ALL REFERENCES](#)

"OneTrust's dashboard approach within the entire tool, not only just in assessment automation, is really helpful in raising awareness and getting the right messages in front of C-Suite and executive board members."

Veronica Morrison

Senior Manager, Data Governance and Data Protection Officer, INTO University Partnerships

"With OneTrust as our privacy management software tool, we are well equipped to demonstrate our compliance to regulators. OneTrust is a value proposition for our privacy program and we don't hesitate to explain its benefits when discussing our privacy program with our customers and prospects, since privacy is key for marketers."

Jack Yusko

Privacy Compliance Analyst, Marketo

"As the world becomes more digital and lighting more intelligent, it's critical to leverage data-driven insights to improve our products, but just as critical that we protect privacy. With OneTrust, we are able to find the balance between data insights and data protection to build innovative solutions and protect the rights of our customers, business partner and..."

Barbara Schmitz

Head of Privacy, OSRAM

"OneTrust Data Mapping is incredibly easy to use and understand. It is so flexible and agile that we are easily able to add DPIAs or threshold assessments into the platform without any added work."

Thorsten Klaas-Wissing

Privacy Implementation Project Manager, Migros



# SecurityScorecard

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### ABOUT SECURITYSCORECARD

SecurityScorecard is the global leader in cybersecurity ratings and the only service with over a million companies continuously rated. SecurityScorecard's patented rating technology is used by over 1,000 organizations for self-monitoring, third-party risk management, board reporting, and cyber insurance underwriting; making all organizations more resilient by allowing them to easily find and fix cybersecurity risks across their externally facing digital footprint. SecurityScorecard is the only provider of instant risk ratings that automatically map to vendor cybersecurity questionnaire responses - providing a true 360-degree view of risk.

# 29

Customer references from happy SecurityScorecard users

[VIEW ALL REFERENCES](#)

"SecurityScorecard allows Liquidnet to perform the type and depth of third-party vendor security assessments expected by our customers and regulators - without breaking our budget."  
Al Berg  
Chief Security and Risk Officer, Liquidnet

"SecurityScorecard is a trusted brand with a proven technology that we believe in. With SecurityScorecard we are able to generate new business and provide customers with reliable solutions that offer unique and critical security insights into ecosystem risk."  
Ira Silverman  
Chief Executive Officer, Gotham Technology Group

"Atlas moves the information security and vendor risk assessment process to the next level by combing general or customized questionnaires with cyber foot-printing logic along with response verifications."  
Judy C. Quinton  
Information Security Manager, CIBC

"If a score goes from a B to a C to a D, it's a no brainer. It means the vendor hasn't completed the necessary remediation effort. We can also look at SecurityScorecard ratings to see whether issues, such as patching cadence, are improving. I can report these findings to the Executive Management team with confidence."  
Laura Buckley  
Senior Vice President, Director of Technology Risk & Compliance, Cadence Bank



# 2020 TOP PERFORMERS





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### ABOUT ARAVO SOLUTIONS

Aravo delivers the market's leading third-party risk and performance management solutions. For almost 20 years now, Aravo's combination of award-winning technology and unrivaled domain expertise has helped the world's most respected brands accelerate and optimize their third-party management programs, delivering better business outcomes faster and ensuring the agility to adapt as programs evolve. With solutions built on technology designed for usability, agility, and scale, even the most complex organizations can keep pace with the high velocity of regulatory change.

8

Customer references from happy Aravo Solutions users

[VIEW ALL REFERENCES](#)

“With Aravo our Commodity Managers can spend more time on developing and managing our preferred suppliers. My team now has the ability to evaluate and manage supplier data in multiple dimensions in order to assess their value to the University.”

Richard Stack  
Director of Sourcing and Procurement, Boston University

“Aravo SLM provides GE with a globally accessible application for the management of critical information around our supply base and allows us to syndicate the information to our various purchasing, payables and other systems so that we can have one coordinated view of all supplier activity and commitments. We are confident that the ROI is not just...”

Brad Sweeney  
Manager, GE

“Fidelity International is committed to ensuring that our suppliers are managed in line with regulatory requirements and industry best practice. We selected Aravo Solutions for their proven track record in supporting global enterprise clients who have complex vendor risk management programs. With Aravo, our supplier risk management program and...”

Gary Lock  
Head of Supplier Risk & Relationship Management, Fidelity International

“The efficiency, effectiveness, and agility Aravo provides Adobe demonstrates the advantages of a dedicated third party management platform to meet the needs of a growing, complex, and dynamic business environment. Adobe benefits from increased efficiency of its employee and stakeholder time while having a solution that is flexible to adapt and...”

Regional Manager Marketing  
Adobe



## TRUSTED BY



### ABOUT GALVANIZE

Galvanize builds security, risk management, compliance, and audit software. They are on a mission to unite these teams in their HighBond platform in order to strengthen individuals and protect organizations.

# 26

Customer references from happy Galvanize users

[VIEW ALL REFERENCES](#)



“My advice would be definitely try it out and see what efficiencies you can gain in your agency and your organization. It’s a great tool for managing things. It’s a great tool for strategic planning, for analyzing data. You can do so much with it that it’s endless.”

Jamie Ralls  
Principal Auditor, Oregon Secretary of State



“So there was a lot of things that we wanted. We couldn’t find those in competing systems—we were looking at four at the time—and HighBond was the one that came out on top. Not only because of the functionality, but also the cost aspect—that and the quick implementation time were both big attractions.”

Kathlen Narcisi  
Head of Internal Control and Assurance, Epiroc



“Galvanize has changed the way I see information in my business. I don’t need to validate the information. I don’t need to explain the trust in the information. I can get the information in an easy format and use it.”

Louis Herman  
Chief Audit Executive, Macsteel Service Centres SA



“With HighBond, we can easily create an objective picture of our combined risk and compliance assurance. We can thoroughly understand our own performance and the obstacles we’re facing—all informed by our own transactional data.”

Rod Verhulp  
Vice President of Finance, Equinix



# LogicManager™

## TRUSTED BY



### ABOUT LOGICMANAGER

LogicManager is committed to helping businesses of all sizes across industries manage their risks proactively, and meet the expectations of their customers, employees, shareholders, and communities at large. LogicManager is dedicated to helping businesses make this impact a positive one. In other words, they believe in good governance. Good governance means holding each part of the organization to a high standard while empowering the enterprise to identify and mitigate risks before they materialize.

# 51

Customer references from happy LogicManager users

[VIEW ALL REFERENCES](#)

“LogicManager is cost-effective, is very flexible so it can be used for many risk management tasks, and the support is fantastic!”

Bill Baumer  
Chief Audit & Risk Officer, Cognition Financial

“I like the versatility of LogicManager as a risk management tool. The support that I receive is the best I have experienced. I still have much to learn but I am confident that I will be able to use LogicManager more effectively as I gain working experience.”

Jack Delaney  
Enterprise Risk Management, Apple FCU

“What we needed was some hand-holding with regards to what to look for in the system and how the taxonomy of the different areas speak to each other so we could maximize the benefits of it. LogicManager has definitely provided that, as well as the expertise that the analysts have with regards to ERM - we’ve been able to learn a lot. They also have the...”

Jean Outland-Rhodes  
ERM System Administrator, NJ Poison Control Center

“LogicManager is a real ERM software and not a myopic tactical Band-Aid solution. It is simple to use but yet powerful [at] supporting ERM users at various maturity levels. It provides a great library and wizard to help starting your ERM Program. It is powerful and flexible to grow with you. I am excited in continuing to build our ERM capabilities with...”

Assumpta Rapoza  
Director - Enterprise Risk Management, Hawaii Medical Service Association, Blue Cross Blue Shield of Hawaii



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### ABOUT PROCESSUNITY

ProcessUnity’s Third-Party Risk Management solution reduces the time and resource costs associated with identifying and mitigating risks posed by third-party service providers. The cloud-based service combines a vendor service catalog, automated assessment tools and interactive reporting capabilities in an extremely easy-to-use environment that allows organizations to eliminate manual tasks and focus on higher-value risk management activities.

# 12

Customer references from happy ProcessUnity users

[VIEW ALL REFERENCES](#)



“If we had something like this two years ago, the reimplementation of that large client’s plan would never have happened.”

Large Benefits Providing Company



“The team at ProcessUnity truly understood what we were doing. During the entire process, we worked with Vice President of Industry Solutions Lisa Weil, who had a really deep understanding of the industry that was instrumental to our organization.”

Managing Director  
Benefit Provider Organization



“Our goal is to shift the culture at Wells Fargo. We have the information and tools to educate the organization on how to position preferred services with clients so there is a mutual exchange of value. It’s about protecting our clients’ interests as well as our own.”

Christine Skatchke  
Vice President of Product Development and Strategy, Wells Fargo



# RESOLVER

## TRUSTED BY



## ABOUT RESOLVER

Over 1,000 organizations worldwide depend on Resolver's security, risk and compliance software. That's about 1,000,000 people using our tools each day. We serve customers across a number of industries and business needs. From healthcare and hospitals to academic institutions, critical infrastructure organizations including airports, utilities, manufacturers, hospitality, high tech and retail.

# 34

Customer references from happy Resolver users

[VIEW ALL REFERENCES](#)



"GRC Cloud's drill-down Dashboards, powerful Workflow and advanced Document Management features, combined with the platform's intuitive interface make it easy for OPTrust to see issues and react quickly."

OPTrust



"I really do think that ease of use for the end users is Perspective's number one feature. The system is so straightforward and simple that our users don't have any trouble figuring out where they need to enter information."

Camberry Casinos



"The Ballot product is an important part of the risk assessment process. It allows for anonymous voting which equalizes the dominant voices in a room."

David Powell  
Risk4Schools



"Resolver Ballot solved the problem of how to quickly collect information and display it. This means Risk Owners stay engaged and the whole room can efficiently understand the risks and make the right decisions."

HighMark



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### ABOUT RISKCONNECT

Riskconnect is the only provider of Integrated Risk Management. They provide technology solutions for risks across the enterprise on a single, fully integrated platform. Riskconnect products are all connected, allowing users to navigate easily within the system to review, analyze, and report on data from user-friendly web-based interfaces that provide a single point of access for global organizations.

# 22

Customer references from happy Riskconnect users

[VIEW ALL REFERENCES](#)



"We hit a very aggressive deadline. We started with a blank sheet of paper in January and we were using the tool in April."

Fortune 200 Diversified Outsourcing Services Providing Company



"I use my iPad with Riskconnect as much as I use my laptop."

Chris Thorn

Senior Manager, Payments and Risk, Southwest Airlines



"Now it takes us about a day and a half at each plant. Before Riskconnect, it would take two to three months to gather and input data. Now we spend more time talking with the plant management about each of the risks and how those risks are tied or how much they will impact the company."

Scott Solberg

Director Finance, Insurance & Loss Control, ConAgra Foods



"Employees now understand the value of fixing a problem at the root - and they can see how their actions can really make a difference."

Senior Risk Analyst

Largest Food Distributing Company



# SureCloud®

## TRUSTED BY



### ABOUT SURECLOUD

SureCloud is a rapidly growing Governance, Risk and Compliance (GRC) and Cybersecurity Solutions provider. They focus on best of breed Security, Risk and Assurance applications that include Vulnerability Management, Risk Management, Policy Management, Compliance Management, Internal Audit, Incident Management, Business Continuity Management and Third Party Risk Management. Applications are built and delivered with the SureCloud Platform, which provides a simple yet realistic alternative to spreadsheet based processes.

# 54

Customer references from happy SureCloud users

[VIEW ALL REFERENCES](#)



“As a public sector organization that stores large volumes of sensitive and personally identifiable data, it is imperative that we follow security best practices to ensure that data is robustly protected. Working with SureCloud is enabling us to obtain a full health check of our networks, identify any potential vulnerabilities and resolve them. The SureCloud team...  
**James Wager**  
Infrastructure Support Manager, St Edmundsbury Borough Council



“SureCloud’s solution makes IRAM2-compliant risk management easy by drastically simplifying the implementation of the methodology. From the testing phase alone, we found the SureCloud application to immediately start solving our issues. Through SureCloud’s centralized platform, we can assess our risk profile in a way that’s not only user-friendly...  
**Vikram Sokhi**  
Information Security Analyst, Thames Water



“All the data is live, and the reports are extremely easy to read, so it’s incredibly accessible for our management teams. SureCloud’s tools are enabling us to access and make use of data that we simply couldn’t capitalise on before, which is very promising for our future innovation and growth.”  
**Michael Light**  
Credit Risk Lead, Prodigy Finance



“SureCloud has minimized the threat of non-compliance, enhanced the security of our data and given us a visibility that we simply didn’t have previously. And it’s all delivered in a single, cost effective package.”  
**Dennis Joseph**  
Computer Services Manager, HSS Hire



# symfact

## TRUSTED BY



## ABOUT SYMFACT

Symfact is the leading provider of Contract Management and Compliance Management Solutions, enabling enterprise customers around the world to maximize revenues, minimize costs and actively manage contractual terms and risks, all on a single technology platform. With Symfact solutions, customers can effectively manage the documentation, deadlines, budgets, commitments, workflow, secure access and analysis tools related to contract management and compliance. As enterprises grow and change, the Symfact platform easily scales from departmental to enterprise implementations. In addition, Symfact solutions are readily configured to the enterprise's business processes and seamlessly integrated with required IT infrastructure.

# 15

Customer references from happy Symfact users

[VIEW ALL REFERENCES](#)



"On behalf of our legal director I would like to thank you for your focused, straightforward and targeted approach and your exemplary execution."

International Energy Company



"I would just like to emphasize that Symfact has once again done an excellent job, executed in a precise, structured and responsive way. I'm delighted."

Pharmaceutical Company



"Symfact is very easy to use and it is possible to make changes according to our specific needs. You have all relevant information in one place and can easily take out reports."

Christina S.

Business Development Coordinator, Leading Pharmaceutical Company



"As the Business Owner and Project Lead, I am very pleased to date with Symfact's attentive nature with our questions and concerns. We look forward to working through this project with the Symfact Team."

Jason Eisenbeis  
NorQuest College



## TRUSTED BY



## ABOUT VENMINDER

Venminder is a leading provider of third party risk management solutions. Venminder also has a software solution to organize, track and report findings to Senior Management, the Board of Directors and, ultimately, the examining bodies. It is a “must have” answer to meeting increasing regulatory requirements. The SaaS based software solution guides a user through critical processes such as risk assessments, due diligence requirements and task management.

# 14

Customer references from happy Venminder users

[VIEW ALL REFERENCES](#)

“With Venminder, I’m able to take even more control of my vendor documents than before with less effort because now it’s all in one place in the cloud.”

Bill Fleming  
Bank And Trust Company

“Venminder presents data in an easy-to-understand, comprehensive report to our committees that simplifies our vendor management program and makes it much more efficient.”

Troy Lambert  
Assistant Vice President, EServices Director, National Bank of Commerce

“Venminder understood the regulatory requirements. The Venminder system already had the features to meet all the regulations built in, like the ability to analyze inherent and residual risk, which meant we could get implementing and get up to speed quickly.”

Laura Cole  
Senior Vendor Management Analyst, Team Lead, American Credit Acceptance

“Venminder has taken the tremendous task of gathering documentation of our vendors off my chore list. I log into their website and pull up each vendor as I am filling out my annual reviews, and all my documentation is at my fingertips.”

Andrea Martfeld  
Vice President and Technology Officer, Lake Area Bank



# 2020 RISING STARS





## TRUSTED BY



### ABOUT NASDAQ BWISE

Nasdaq Bwise is a global GRC technology leader. Nasdaq Bwise help organizations, both big and small, around the globe, embed, sustain, and streamline their GRC and integrated risk management activities. The Bwise software application is the cornerstone of Nasdaq’s GRC technology portfolio. It offers a wide range of leading GRC functional capabilities for risk management, internal audit, internal control, information security and regulatory compliance.

# 27

Customer references from happy Nasdaq Bwise users

[VIEW ALL REFERENCES](#)

“With the help of Bwise, we have been able to implement SOX compliance in less than four months and have also successfully implemented the risk management and a control framework. We anticipate even further integration of internal controls in the future; optimizing risks and remaining compliant with all rules and regulations.”

Marleen Lemmens  
Head of Global Operational Risk Management, Robeco

“The flexibility offered by Bwise in determining measures and risk monitoring as well as the assessment capabilities aligned exactly to the configuration changes Repower needed. All this keeping the system user-friendly for the risk managers and other users.”

Riccardo Bordoni  
IT, Repower

“The one characteristic that stood out to all members of the selection committee was the way Bwise simplified control monitoring into a very user-friendly process. This was important because we have hundreds of users that would go into the system once every quarter to complete the monitoring process.”

David Williams  
Project Manager Internal Controls and Compliance, Southern Company

“With its process based approach, Bwise is one of the few solutions that could support us with risk management and internal control all in one integrated platform so that we could avoid unnecessary documentation and evaluation.”

Helene Zacher  
Group Internal Control and Risk Manager, Scout24



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TestFairy

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## ABOUT PANORAYS

Panorays automates third-party security management. The platform enables companies to easily view, manage and engage on the security posture of their third parties, vendors, suppliers and business partners. The platform inherently combines a continuous hacker's view of the evaluated company together with internal policy enforcement. Panorays is a SaaS-based platform, with no installation needed.

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Customer references from happy Panorays users

[VIEW ALL REFERENCES](#)



"Panorays gives me better control of my suppliers. That's what helps the most."

Johnny Jonathan  
Global Director of Information & Cyber Security, Sapiens



"We can now see a complete picture of vendor security."

Yaron Weiss  
Vice President Corporate Security and Global IT Operations, Payoneer



"I want to invest the least amount of time and effort as possible on evaluating vendors. Panorays helps me do that."

Eyal Sasson  
Chief Information Security Officer, Gett



"By actively engaging third-parties in the business cyber-security risk management program, Panorays uses the web of symbiotic relationships to create a broad ecosystem where all companies involved benefit from each other's success in reducing risk."

David Monahan  
Managing Research Director, Security and Risk Management, Enterprise Management Associates, Inc.



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## ABOUT UPGUARD

UpGuard is the world's first cyber resilience platform, designed to proactively assess and manage the business risks posed by technology. UpGuard gathers complete information across every digital surface, stores it in a single, searchable repository, and provides continuous validation and insightful visualizations so companies can make informed decisions.

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Customer references from happy UpGuard users

[VIEW ALL REFERENCES](#)

"We can now get comprehensive vulnerability reports, tied directly to specific CIs. Because of this, we'll also be able to drive end-to-end remediation processes within ServiceNow, and tie this directly back into other areas such as GRC."

Bretlan Fletcher  
Director of IT Development, Intercontinental Exchange

"UpGuard's Cyber Risk scoring helps us understand which of our vendors are most likely to breach so we can take action now, before something happens."

Spaceship

"We did a group diff with UpGuard and quickly discovered that one of our web servers had a different configuration from the other six supporting the application. We restored that server's configuration and things were back to normal. We couldn't have done that without UpGuard."

CFA Institute

"We now have an automated, robust process for validating that planned changes are made correctly. That reduces regulatory and operational risk, lowers costs, and allows us to drive continuous improvement."

Chuck Adkins  
Director of Information Security, Intercontinental Exchange