

# Whistic + RFPIO Integration



## Leverage RFPIO in Whistic

Responding to security questionnaires can be an arduous task for InfoSec teams. There's a lot of pressure to get them done quickly, so they aren't holding sales back from closing a deal.

In the past, answers were contained in a number of different spreadsheets across the company. Tracking down those answers was time consuming. *The 2021 State of Vendor Security* found that it takes 6.3 days on average for InfoSec teams to respond to a questionnaire, and as the old saying goes, "Time kills all deals."

The integration between Whistic and RFPIO simplifies this process. It enables Whistic users to leverage their answers inside of their RFPIO Answer Library to accelerate response times and help your sales reps close deals faster.



**Consolidate questionnaire answers.** Previously, answers to security questionnaires have been spread out across the company in spreadsheets, emails, and other documents, making them difficult to access. This integration consolidates all of your answers in a searchable library that simplifies the process for responding to security questionnaires.



**Leverage existing answers.** Many security questionnaires have common questions and controls, utilizing the RFPIO integration enables you to leverage those answers as many times as you need.



**Close deals faster.** Having the ability to reuse answers over and over again enables you to accelerate the sales cycle because you're returning security reviews more quickly.

## How it works

- Create an RFPIO project from inside of a questionnaire in Whistic.
- Utilize the Answer Library in RFPIO to respond to the questionnaire.
- Push the answers back to Whistic to send the completed questionnaire to the customer.

Learn more about the Whistic + RFPIO Integration

[www.whistic.com/partners](http://www.whistic.com/partners)

