



SUCCESS STORY

**How a technology
company uses a
Whistic Profile to
stay ahead**



Vendor security is not a problem that's exclusive to any one company or any one industry. It's something that impacts businesses of all sizes and verticals.

Because almost every deal requires a security assessment, it's surprising that more businesses aren't being more proactive about sharing their security posture with potential customers. But when they do it really helps to set them apart from the competition.

This was the case for the CISO of a large technology company. He received a Whistic Profile from one of his customers he was considering and that experience really stood out for him.

"Any company that shares their security documentation early is doing the right, proactive thing," the CISO related. "As a vendor that serves large customers in different verticals, why wouldn't you put your best foot forward and put everything neatly and organized in a security profile?"

Once you've filled out a questionnaire using Whistic, you never have to complete it again. It can be used over and over and the answers can be repurposed when you receive a vendor assessment request for a different standard questionnaire.

And the best part about responding to a questionnaire using Whistic is how easy it is to do.

"What's always impressed me about Whistic is that it isn't complicated," the CISO stated. "The front end is elegant and easy to use, and that will drive adoption from end users."

To learn how to get the most out of your Whistic account. Visit www.whistic.com.

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the number of vendors
a business assesses
each year on average

70%

of SaaS deals
require the completion
of a vendor security
assessment

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CISO, large technology company



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