

Vendor Security Assessments by the Numbers

No business is immune to a data breach

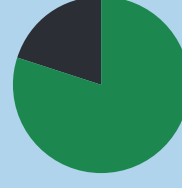


47%

of businesses surveyed experienced a data breach in the last three years

80%

said the breach was caused by a third-party vendor



Appetite for on-demand vendor assessments exists for both buyers and sellers



94%

of buyers indicated they would be willing to begin a vendor assessment leveraging an on-demand security questionnaire



80%

of sellers said they would be willing to make security documentation available publicly



Where they would be willing to publish

- Security page on their website (70%)
- Review portals like G2 (55%)
- Exchanges like CSA STAR Registry or Whistic Trust Catalog (43%)

On-demand questionnaires save companies time



12.4 hours

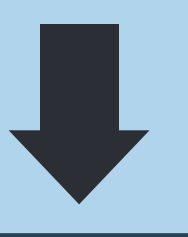
Amount of time saved assessing vendors per month when questionnaires are available on-demand

Vendors Assessed vs Vendors Used



22%

Annual increase of vendors assessed



2%

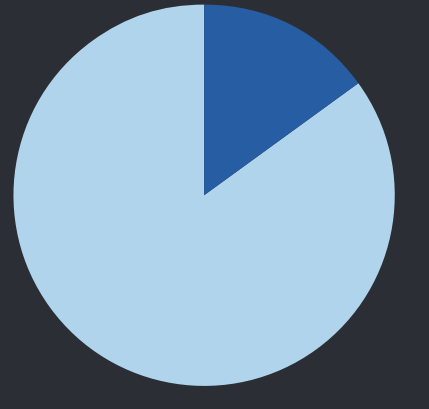
Decrease of vendors managed

Outsourcing some or all of the vendor assessment process increases efficiency



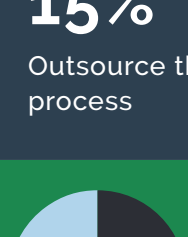
65%

of companies outsource at least some of the vendor assessment process



45%

use both internal and external personnel



15%

Outsource the entire vendor assessment process



40%

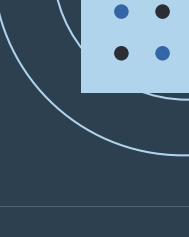
Use only internal personnel

Vendor assessment process can be time consuming for buyers and sellers when not managed efficiently



23

number of assessment requests vendors respond to per month on average



4.8 days

amount of time it takes to receive a vendor's response to a security review

Still no industry standard for assessing vendor security...

Industry standard questionnaires and frameworks

15%

Custom questionnaires specific to my company

30%

A mix of both industry standard and custom questionnaires

52%

We don't currently use a questionnaire to assess vendors

3%

But that could change...



51%

of respondents who aren't currently using standard questionnaires are looking into using them in the future

Get started with Whistic

- Automate key activities in the vendor assessment process
- Communicate the information your customers need, when they need it
- Empower customer-facing teams to proactively share your security documentation

Visit whistic.com to learn more or to request a personalized demo.