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Faster vendor risk assessments with AWS Marketplace Vendor Insights

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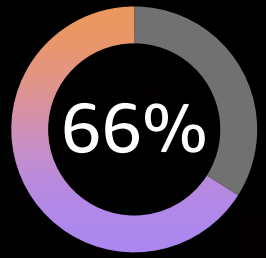
Agenda

- Challenges with managing risk for independent software vendor (ISV) products
- Introduction to AWS Marketplace Vendor Insights
  - Benefits to buyers
  - Available security and compliance information
- Use case for software buyers
- How to get started

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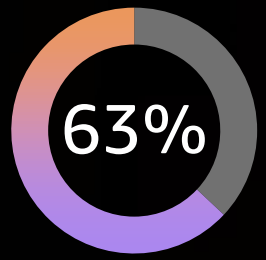
Forrester Consulting thought leadership study

REDUCE RISK EXPOSURE AND FRICTION WITH TRUSTED ONLINE MARKETPLACES

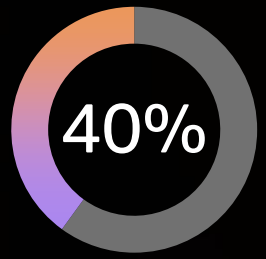


It's difficult to know if we are in compliance with policies and regulatory requirements

Risk management is mostly manual at my organization

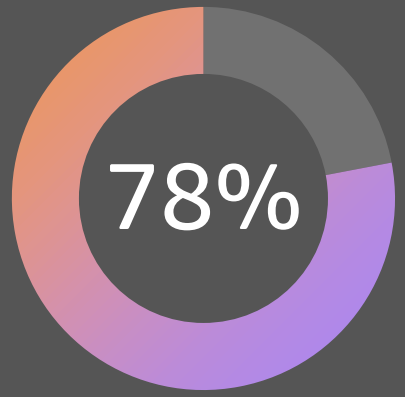


My organization doesn't have the right tools/technologies to accurately assess and measure risk



We believe that procurement's processes for evaluating risk/compliance is insufficient

Base: 725 global respondents with responsibility over their organizations' cloud software and/or data procurement processes



Online marketplaces for data and/or cloud software procurement **decrease my organization's risk profile**

Source: Forrester Consulting, "Reduce Risk Exposure and Friction with Trusted Online Marketplaces," a study commissioned by AWS, May 2022 – https://bit.ly/3GfVPvH

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The challenge of managing risk in software procurement

VENDOR RISK ASSESSMENT CAN ADD 8–10 WEEK DELAY IN PROCUREMENT

Current process for customers

When customers buy software, it must be audited and approved by the customer compliance team prior to being put into production

- The customer sends a spreadsheet to the ISV
- The ISV's compliance, product, and engineering teams can take up to 8–10 weeks to complete the questionnaire and answer additional questions



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“A bad week is one when I have to spend more time explaining security posture than improving it.”

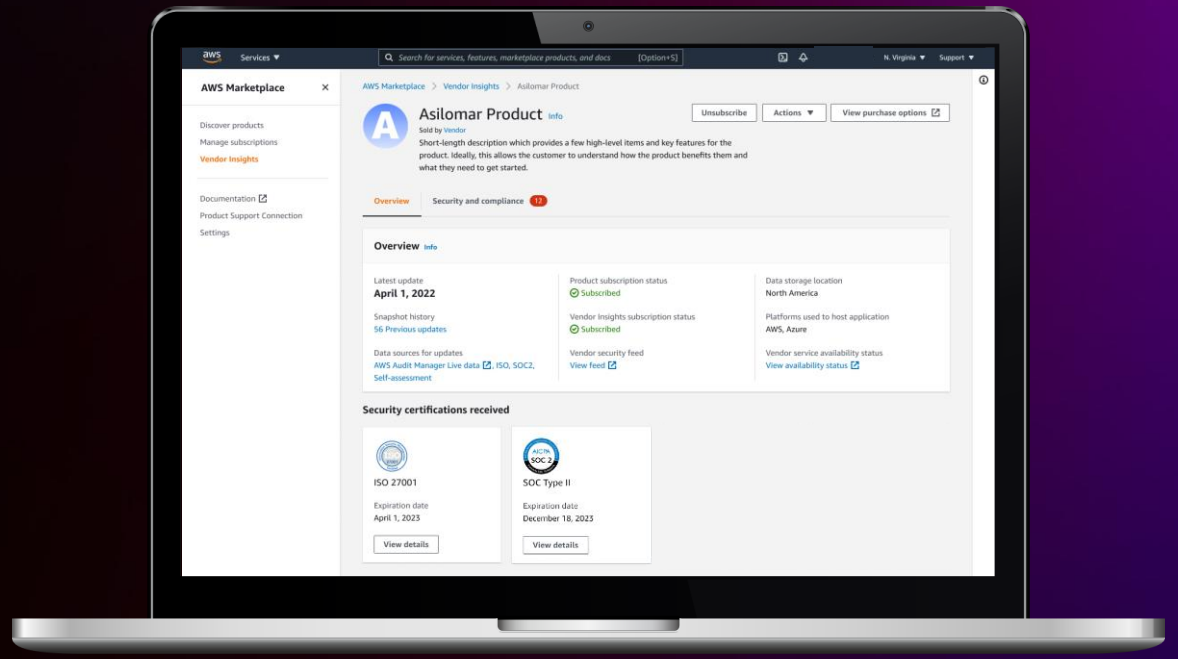
Fabio Arciniegas

Senior Security Architect, Trend Micro

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Introducing AWS Marketplace Vendor Insights

A new AWS Marketplace feature for buyers that improves procurement speed and trust by helping to streamline vendor risk assessments



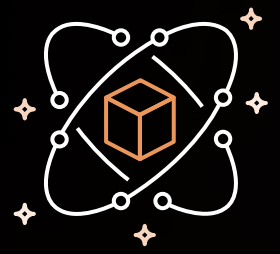
Products in AWS Marketplace with Vendor Insights security profiles offer a more comprehensive view into the security information for the product and/or vendor

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AWS Marketplace Vendor Insights

IMPROVE PROCUREMENT SPEED AND TRUST BY STREAMLINING VENDOR RISK ASSESSMENTS

Benefits for buyers



Quickly discover products in AWS Marketplace that meet your security and certification standards



Speed up procurement by reducing the time needed for security and compliance evidence collection and validation



Continually monitor compliance of your ISV products with automated evidence refreshing and compliance event alerts

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Validate the security posture of AWS Marketplace products pre- and post-procurement

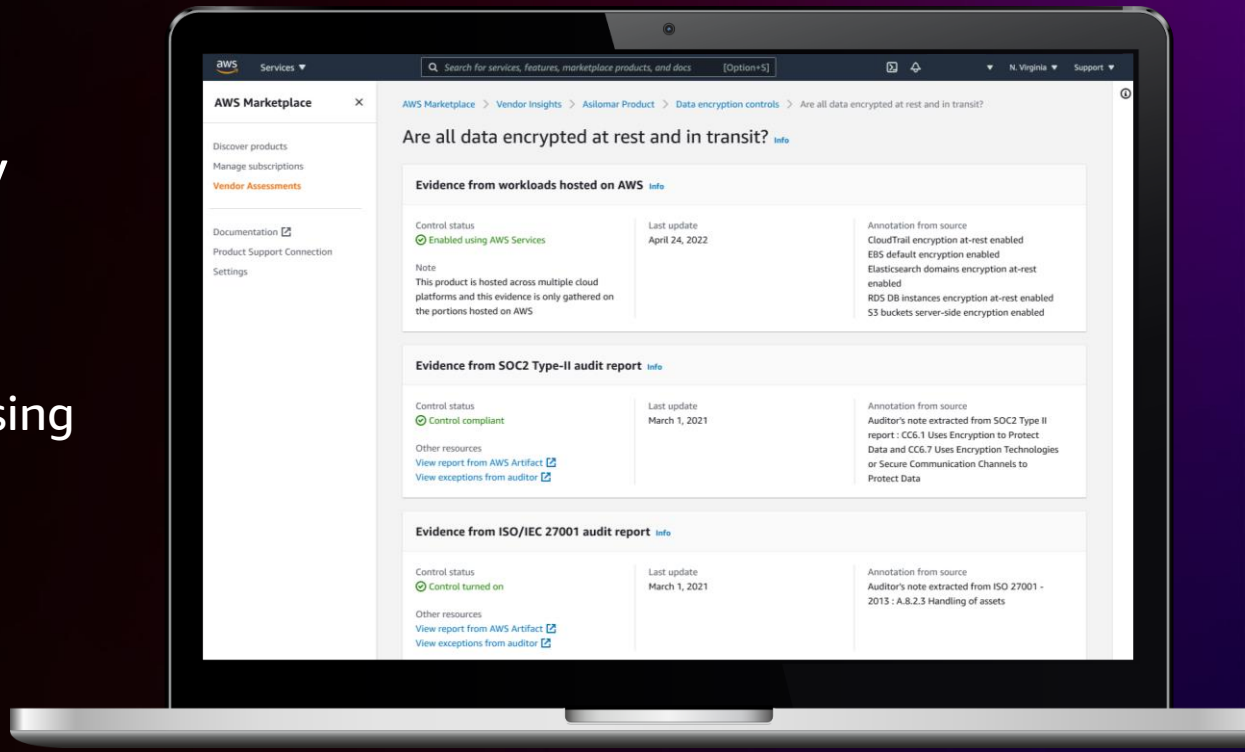
Access security and compliance information with AWS Marketplace Vendor Insights

A single dashboard with a summary of 125 key security and compliance controls, backed by evidence from up to three sources:

1. Automated evidence refreshed from AWS accounts using AWS Config and AWS Audit Manager

2. Audit reports, including ISO 27001 and SOC 2 Type 2

3. Self-attested answers provided by vendors



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“BigID is a strong believer in security automation and we’re thrilled to work with AWS on Vendor Insights. Our compliance teams can spend weeks working to get customers the answers they need and Vendor Insights has allowed us to reduce that to hours.”

Tyler Young

Chief Information Security Officer, BigID

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AWS Marketplace Vendor Insights profiles available today



This is not a complete list. *To view all AWS Partner products in AWS Marketplace, visit AWS Marketplace. This list of partners is current as of July 21, 2022.*

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aws marketplace

Discover the right solutions for your distinct needs

- Transforming the enterprise digital supply chain with the software and data you know and trust
- Speed up procurement, improve governance, and optimize IT spend, in one place



Familiar software and data



Broad selection for application portfolio modernization



Make transactions and procurement processes easier



Enhance governance and control



Incorporate professional support and expertise



Optimize IT spend

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Get started

- Search for products in AWS Marketplace with Vendor Insights security profiles – go.aws/3Gd88sR
- On the product listing page, select the **View Assessment Data** button to view the AWS Marketplace Vendor Insights profile
- To view the full dashboard with detailed evidence, select the **Request Access** button and complete a nondisclosure agreement with the vendor
- For non-admin identity and access management (IAM) users, attach the AWS Marketplace Vendor Insights Managed Policy to the IAM role for access – go.aws/3AhEUoG

Resources

- Access AWS Marketplace Vendor Insights documentation – go.aws/3g3qVMz
- Learn more on the AWS Marketplace Vendor Insights webpage – aws.amazon.com/marketplace/features/vendor-insights
- Read the what's new post – go.aws/3TwqPuB
- Questions? Contact vendor-insights-support@amazon.com

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Thank you!



Please complete the session survey in the **mobile app**

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