
AWS
re:Invent
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Simplify the vendor risk assessment process with Vendor Insights

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Market factors

- Enterprise customers, including government agencies, are **increasing the rigor** of software risk assessments due to recent data breaches
- Many organizations are **struggling to balance** speed and agility with risk and compliance
- Shadow third-party software and data procurement is exposing companies to **excessive risk**
- Firms report **significant barriers** to managing the third-party risk of cloud software and data vendors

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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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The software buyer's challenge

Goal

Quickly evaluate and procure needed third-party software while managing and minimizing risk

Current process

Collect point-in-time, self-reported assessments during procurement and at least annually

Challenges



Time
Up to 3 months for evidence collection



Effort
Manual review and back-and-forth communications



Validation
Most compliance controls self-attested



Monitoring
Full process repeated annually

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The software vendor’s challenge

Goal

Showcase strong security posture as a major differentiator

Current process

Manual assessments of 300+ questions for each potential customer

Challenges



Time
8–10 weeks added to typical sales cycle



Effort
Buyer-specific assessments completed individually



Validation
Artifacts and evidence provided for each request



Monitoring
Full process repeated annually

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AWS Marketplace solution

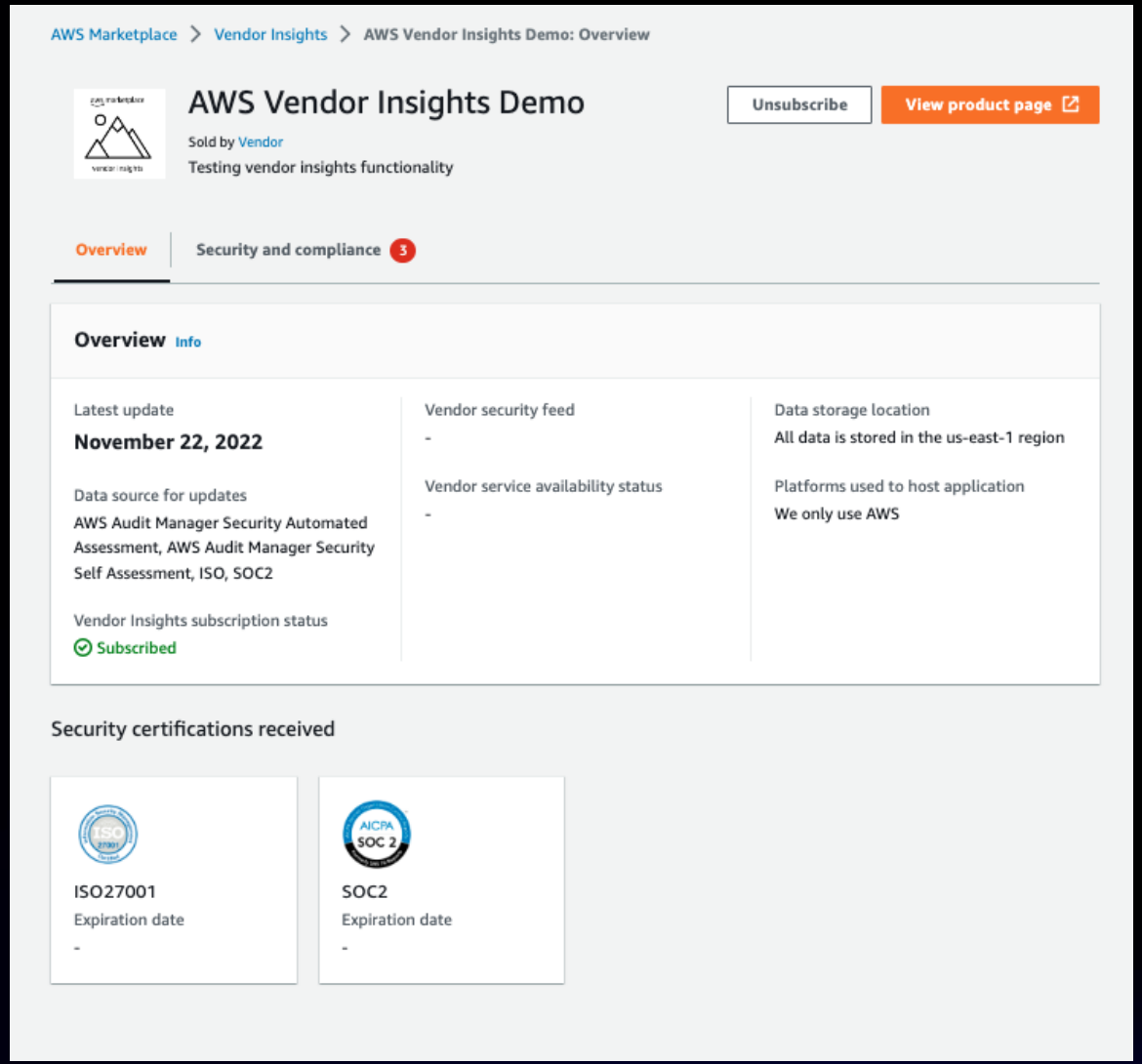
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AWS Marketplace Vendor Insights

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

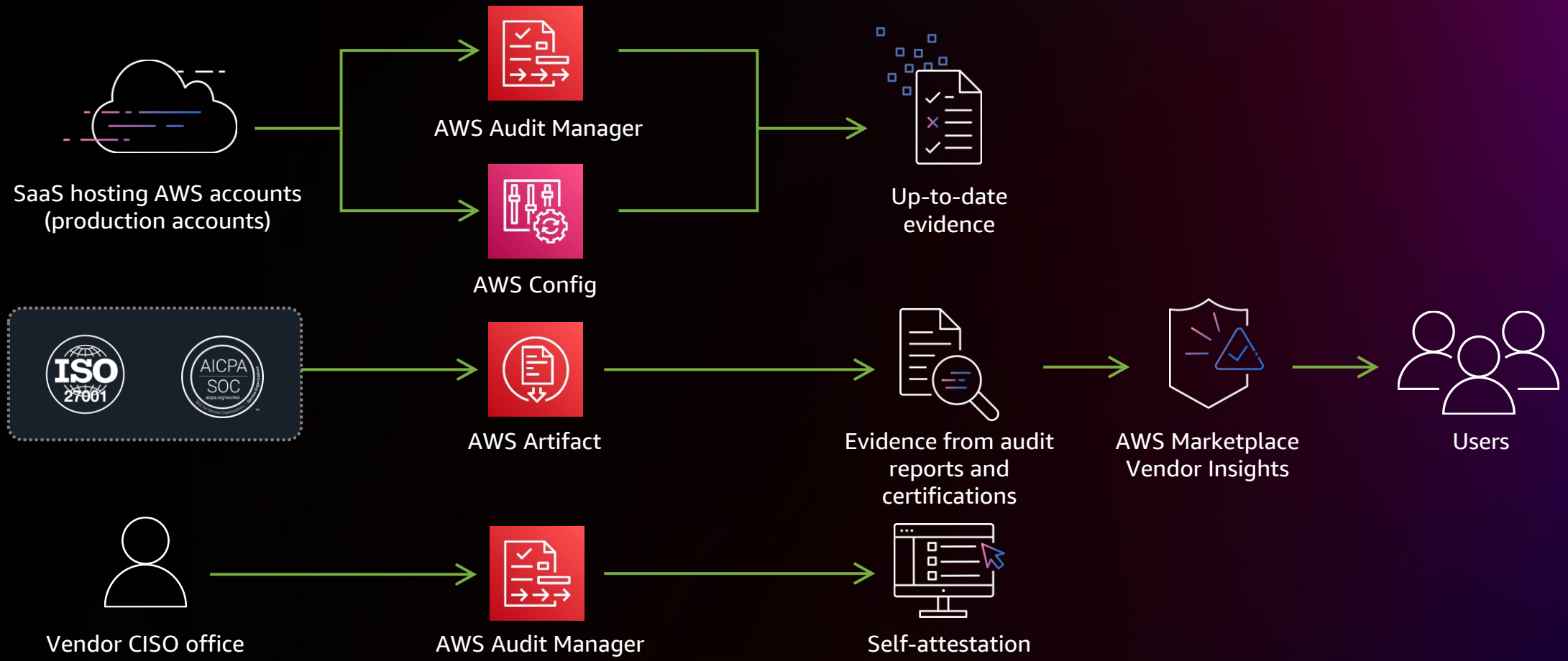
Access 125 key security and compliance controls, backed by evidence from up to three sources

Stay up to date with alerts, and reduce the need for periodic assessments



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How Vendor Insights compiles evidence



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Vendor Insight profile demo

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The solution for buyers

Goal | Manage and minimize third-party software risk while speeding up procurement

New process | Access to consolidated security profiles for one or more vendors

Challenges



Time
Access to 125 security controls in one dashboard



Effort
Less reliance on manual questionnaires



Validation
View and download up-to-date evidence from up to three sources



Monitoring
Continual risk monitoring and security posture alerts

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“This makes a huge difference for me, my company, and our clients, knowing that we are making secure product purchases. Thanks for stepping up to provide additional product security visibility that is so critical to our global resilience.”

Lily Yeoh

CEO, CyberOne Security Inc.

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The solution for vendors

Goal | Showcase strong security posture as a major differentiator

New process | One-time setup of security profile with minimized self-attestation

Challenges



Time
Faster risk assessments speed up sales cycles



Effort
Less need for manual questionnaires



Validation
Provide direct evidence from hosted workloads



Monitoring
Automated notifications to customers if anything changes

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Discover products with Vendor Insights profiles in AWS Marketplace



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What AWS Marketplace sellers are saying



"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, BigID Chief Information Security Officer



"As a SaaS security ISV partner built on AWS GovCloud, Zscaler is excited that Vendor Insights helps customers identify our capabilities through the AWS Marketplace. Vendor Insights helps us accelerate providing security risk information to our customers, saving them weeks of back and forth paperwork."

- Stephen Kovac, Chief Compliance Officer & Head of Global Government Affairs, Zscaler

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"At MongoDB we constantly search for new ways to help our customers buy with convenience, confidence, and control. Through AWS Marketplace Vendor Insights, we're able to further improve customers' self-service access experience by embedding security and compliance artifacts into the purchasing process."

- Ania Kowalczuk, Vice President of Governance Risk and Compliance, MongoDB

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Onboarding with Vendor Insights

1. Execute the AWS CloudFormation templates to set up evidence reporting
2. Upload SOC 2/ISO 27001 reports
3. Complete self-assessment questions and request Vendor Insights profile



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Thank you!

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