Cyber GRX

Global Partner
Program Brochure

2021

Who is CyberGRX?

CyberGRX is on a mission to modernize third-party cyber risk management (TPCRM). Built on the market's first third-party cyber risk exchange, CyberGRX's dynamic and scalable approach is innovating TPCRM for enterprises and third parties. Armed with fast and accurate data and a proven, innovative approach, CyberGRX customers make rapid, informed decisions and confidently engage with partners. Based in Denver, CO, CyberGRX was designed with partners including Aetna, Blackstone and MassMutual.

Why Work with CyberGRX?

A High-Demand Solution at the Right Time

"The inherent efficiency of the CyberGRX Exchange eliminates the waste in today's approach—largely based on sharing spreadsheets—in a way no one in the market does. For the first time, companies know which of their third parties pose the greatest risk to their organizations."

Fred Kneip
CyberGRX - CEO

A Product that Sells Itself

"With over 60% of all breaches stemming from third parties, this is on every CISO's short list. We offer one product, there's no installation or even implementation – it just works & without the hard sell. It takes a lot of the selling out of the sales process."

John Mayhall
CyberGRX - CRO

Program Benefits for Partners

Our Business Proposition

Strong TPCRM Market

With an estimated 63% of breaches being linked to a third party and fast-changing regulations requiring better monitoring of vendor security, the market for TPCRM is strong.

Recurring Revenue Stream

Our engagements provide a high-value revenue stream and will help our partners identify additional opportunities within a customer's organization.

Strategic Position with Accounts

CyberGRX can deliver an enterprise-grade, industry-leading & scalable solution enabling you to strengthen your long-term relationships.

Technology Leadership

CyberGRX is an industry leader in TPCRM helping organizations with actionable intelligence and holistic vendor risk management.

Profitable Line of Business

We do business through the channel at attractive margins, are easy to work with, and aim to decrease partner cost of sales.

Complements Current Solutions

Our vendor risk exchange allows organizations to leverage existing security solutions to help increase the overall security posture at any size environment.

Features & Benefits of CyberGRX Partner Program

Profitability & Account Growth for Partners

- Tier-based and competitive margins for partners.

- Incentive Payments for completing qualified deals & closing deals.

- Valuable opportunities for added partner-led services to implement CyberGRX solution and build customers' TPCRM program.

Sales Support for Partners

- Co-selling with CyberGRX sales who are incentivized to assist partners with a channel compensation-neutral model.

- Dedicated support from regional CAM to enable partners and aid in their sales development and success.

- Full access to partner portal with marketing content, sales guides, training courses, pitch decks and other selling tools.

Marketing Support

- MDF dollars available for partners seeking to market CyberGRX to their customers or co-market jointly to prospects.

- Dedicated channel marketing manager available to support marketing efforts.

Gartner.
MAGIC QUADRANT
IT Vendor Risk Management Tools
2019

FROST & SULLIVAN
BEST PRACTICE AWARD
Third Party Cyber Risk Management Solutions
2019

THE**CHANNEL**CO.
CRN
PARTNER PROGRAM GUIDE
★★★★★
2020

Gartner peerinsights.
★★★★☆
4.4 out of 5

SC MEDIA
THE CYBERSECURITY SOURCE
★★★★★
4.75 out of 5

▼Capterra
★★★★☆
4.3 out of 5

featured customers
★★★★☆
4.8 out of 5

Trusted & Recommended by:

aetna®

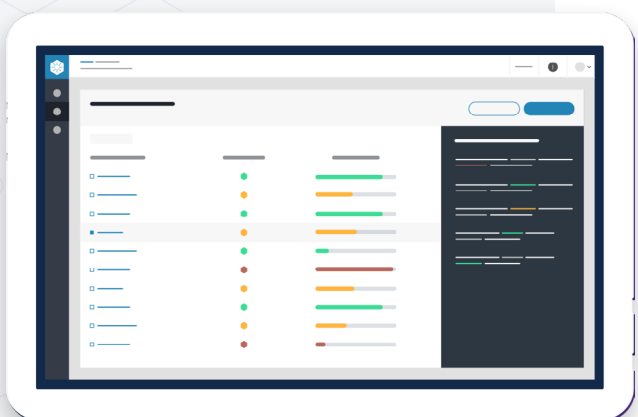PINNACOL ASSURANCE

Blackstone

Bessemer Venture Partners

G/

ADP

Auto Inherent Risk (AIR)

- CyberGRX's AIR Insights helps organizations automate what was once a very tedious and time-consuming task to produce rapid inherent risk insights.

- Prepopulates eight inherent risk questions with data from the Exchange to produce immediate insights and risk ranking on the business exposure that third parties create.

- Accelerates the ability to perform accurate due diligence on entire portfolio of third parties.

- With over 65,000 vendors on the CyberGRX Exchange, customers can realize immediate insights on their vendors when they ingest their list to the platform.

Risk Assessments

- CyberGRX assessments were designed to modernize and streamline redundant and inefficient processes that come with shared and static spreadsheets.

- Our assessments provide dynamic data presented in an online dashboard, assessments are validated and kept updated, and they adhere to all common industry regulatory frameworks.

- Received highest point total of all companies for VRM Solution & Vendor Risk Data use case in the Gartner 2019 Critical Capabilities Report for IT Vendor Risk Management Tools.

Cyber GRX

For questions or to request to become a partner, contact us today!

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