Battle Royale: Who Wins in Vendor Security?

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What are the real pain points in vendor security today?

How can we improve?
How can I manage vendor security questionnaires without becoming overwhelmed?
Why do I need to answer questions about mainframes when I’m 100% in the cloud?
I provided my CSA CAIQ. Why do I still need to fill out your spreadsheet?
Why aren’t more vendors comfortable posting questionnaires online?
Key Takeaways

Don’t be afraid! It’s a process.

Use blanks or “N/A” responses as a reason to improve.

Today the process is highly manual. Plan accordingly.

Opportunity or impediment?
Q: When is it necessary to fill out a vendor security questionnaire?

Q: Who is the right person to fill it out?

Q: How much time does it take to fill out?

Q: What if we’re not doing everything listed?

Q: Is every questionnaire the same?

Q: What happens after I fill it out?

Why isn’t the VSA questionnaire more widely accepted?
How can vendor security questionnaires be an opportunity for a start-up?