

# Vendor Risk Management

Overcoming Today's  
Most Common Security  
& Privacy Challenges

**OneTrust**  
Privacy Management Software



# Drivers & Challenges

## Vendor Risk Management

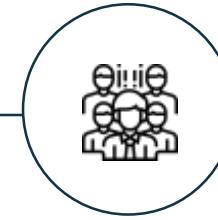
# What's Driving the Need for Vendor Risk Management?



**Adapting to New  
Regulations**  
(Security & Privacy)



**Protecting Against Data  
Breaches**  
(Large & Frequent)



**Meeting Public  
Expectations**  
(Rights & Awareness)

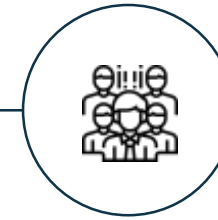
# What Challenges Are Most Enterprises Facing?



Handling the Amount of  
Information  
(Vendors & Data)




Managing the  
Communication  
Disconnect  
(External & Internal)




Monitoring Vendors On  
An Ongoing Basis  
(Ad Hoc & Manual)



How are enterprises addressing these challenges?

  
Managing 4<sup>th</sup> Party  
Vendors

+

  
Identifying Data  
Breaches

+

  
No Vendor  
Alerts

=

**Less  
Insight**

# The "Excel Hell"

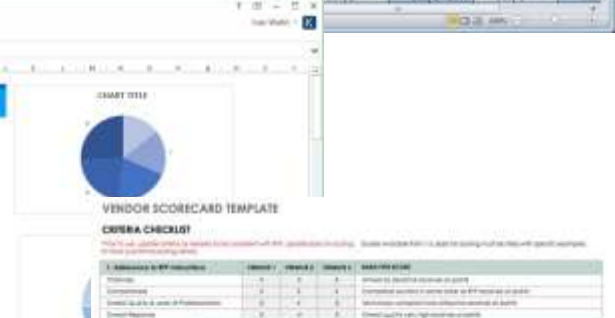
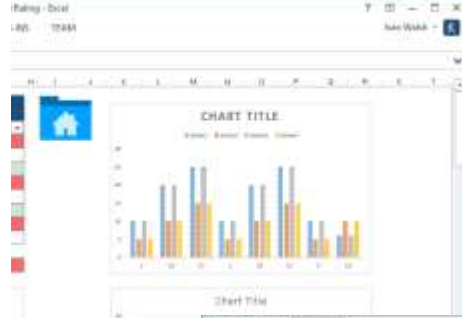
100% Vendor Compliance Check

Vendor Name	Compliance Status	Score	Notes
Vendor A	Compliant	100%	
Vendor B	Non-Compliant	85%	Missing Safety Data Sheet
Vendor C	Compliant	100%	

Intro to Excel

Item	Category	Price	Quantity	Total
Item 1	Category 1	\$10.00	5	\$50.00
Item 2	Category 2	\$20.00	3	\$60.00

Item	Category	Price	Quantity	Total
Item 1	Category 1	\$10.00	5	\$50.00
Item 2	Category 2	\$20.00	3	\$60.00
Item 3	Category 3	\$30.00	2	\$60.00
Item 4	Category 4	\$40.00	1	\$40.00
Item 5	Category 5	\$50.00	1	\$50.00



One Row Per Shift

Data is entered one row per shift or day or static time period.

Even if producing different things within or between shifts, you might optionally use one of your User-Defined Fields for Product/Family - but that should be for informational purposes only.

Shift	Day	Product	Quantity	Value
Shift 1	Wed 12/05/12	A	3	1
Shift 1	Thu 12/06/12	A	4	1
Shift 1	Fri 12/07/12	A	3	1
Shift 1	Mon 12/10/12	A	2	1
Shift 1	Tue 12/11/12	A	3	1
Shift 1	Wed 12/12/12	A	3	1
Shift 1	Thu 12/13/12	A	3	1
Shift 1	Fri 12/14/12	A	2	1
Shift 1	Mon 12/17/12	A	1	1
Shift 1	Tue 12/18/12	A	1	4
Shift 1	Wed 12/19/12	A	1	3
Shift 1	Thu 12/20/12	A	1	3
Shift 1	Fri 12/21/12	A	2	1
Shift 1	Sat 12/22/12	A	2	1
Shift 1	Sun 12/23/12	A	1	1
Shift 2	Wed 12/05/12	B	3	3
Subtotals			3	29
Median			2	1
User Calc			1	8
Averages			0.2	1.8

Vendor Assessment

Vendor	Score	Status
Vendor 1	95	Good
Vendor 2	88	Fair
Vendor 3	72	Poor
Vendor 4	65	Very Poor

CRITERIA CHECKLIST

Criteria	Met	Not Met
1. Compliance with all applicable laws and regulations	5	0
2. Compliance with all applicable industry standards	4	1
3. Compliance with all applicable contractual obligations	3	2
4. Compliance with all applicable internal policies and procedures	2	3
5. Compliance with all applicable environmental requirements	1	4

# Methods for Managing Third-Party Security & Privacy Risks



## ASSESSMENTS

### Risk Assessment Automation

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Bring Your Own Assessment

Choose an Industry Standard

Managed Services



## EXCHANGES

### Third-Party Risk Exchange

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Vendor Privacy & Security Profiles

Pre-completed Assessments

Tiered Assessment Validation



## MONITORING

### Third-Party Threat Monitoring

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Privacy & Security Scanning

Upstream Assessment Updates

Ongoing Compliance Alerts

# Third-Party Risk Management Lifecycle





**GOAL: MOVE FROM SPREADSHEETS TO SOFTWARE W/ CENTRAL VENDOR INVENTORY**

Self-Service  
Portal

Enable business owners to add vendors themselves and leverage threshold assessments

System  
Integrations

Integrate with procurement, ITSM & other systems to auto-add vendors to your inventory

Bulk  
Import

Use existing information and bulk import it into a centralized vendor risk platform

**GOAL: START WITH A DUE-DILIGENCE BASELINE WHEN ADDING NEW VENDORS**

Leverage  
Aggregated  
Research

Avoid starting from scratch and leverage databases of third-party research

Security &  
Privacy Certs.

Use a tool or manually check for cert. by going directly to the cert. website

Qualify  
Adequate  
Vendors

Leverage third-party research information to sift through non-viable vendors

**GOAL: AUTOMATE AS MUCH OF THE ASSESSMENT PROCESS AS POSSIBLE**

Create  
Workflows

Leverage automation technology or create a documented assessment workflow process

Determine  
Assessment  
Approach

Use inherent risk scoring to determine the depth of your vendor assessment

Look for  
Managed  
Services

Outsource vendor chasing if necessary with managed services

**GOAL: MAINTAIN RECORDS FOR SECURITY & PRIVACY COMPLIANCE/AUDITS**

Contract & DPA  
Management

Hold third-party vendors accountable by linking and tracking data processing agreements

Map  
Data Flows

Integrate w/ a data mapping tool to add necessary business context when assessing risks

Dashboards &  
Reporting

Bring data into a single tool for better dashboards, reporting templates, and filtering

**GOAL: TRACK THIRD-PARTY COMPLIANCE OVERTIME FOR ONGOING OVERSIGHT**

4<sup>th</sup> Party/Sub  
Processor  
Changes

Maintain compliance by monitoring subprocessor changes w/ tool or via RSS feeds, etc.

Security &  
Privacy Info.  
Updates

Perform third-party. information reviews to check the validity of security & privacy info.

Scheduled  
Reassessments

Schedule re-assessments with an automated tool or via alerting system

**GOAL: SUNSET VENDORS WITH EASE WHILE MAINTAINING NECESSARY RECORDS**

Offboarding  
Checklist

Run offboarded vendors through a templated checklist for consistency and compliance

Business, Legal  
and Vendor  
Confirmations

Work with all involved parties to track down evidence of proper offboarding

Track  
Offboarding  
Evidence

Maintain an auditable activity trail to share with regulators if necessary

# OneTrust Privacy Management Software Platform

## Privacy Program Management

**Maturity & Benchmarking**  
Executive Scorecard

**DataGuidance Research**  
In-Depth Legal Portal

**Assessment Automation**  
PIA | DPIA | PbD | InfoSec

**Data Mapping**  
Discovery | ROPA | Inventory

**Targeted Data Discovery**  
Access | Deletion | Portability

## Privacy & Marketing User Experience

**Cookie Compliance**  
Powered by Cookiepedia™

**Mobile App Compliance**  
Scanning & Consent

**Consent & Preferences**  
Universal Preference Center

**Data Subject Rights**  
From Intake to Fulfillment

**Policy & Notice**  
Centrally Host, Track & Update

## Vendor Risk Management

**Vendor Assessments**  
Security & Privacy Risk

**Vendorpedia™ Exchange**  
Third-Party Risk Exchange

**Contracts & DPAs**  
Legal Document Integration

**Ongoing Monitoring**  
Privacy & Security Threats

**Chasing Services**  
Managed Services

## Incident and Breach Response

**Incident Intake**  
Centralized Register

**DataBreachpedia™**  
300+ Indexed Breach Laws

**Risk Assessments**  
Risk and Harms Analysis

**Notification & Reporting**  
Obligation Tracking

**Real-Time Activity Feed**  
Breaches & Enforcements

# OneTrust

Privacy Management Software

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*"This was the best GDPR-focused conference I have ever been to. This was not just a high-level look into requirements, but an in-depth educational experience for myself and my colleagues."*

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Dublin	Brussels	Chicago	Minneapolis
London	Prague	New York	Detroit
Paris	Manchester	Washington DC	Portland
Oslo	Tel Aviv	Atlanta	Kansas City
Stockholm	Lisbon	Houston	Raleigh
Helsinki	Budapest	Toronto	St. Louis
Belfast	Stuttgart	Denver	San Diego
Geneva	Berlin	Phoenix	Austin
Zurich	Bucharest	Boston	Cleveland
Warsaw	Barcelona	Charlotte	Hong Kong
Vienna	Frankfurt	Seattle	Sydney
Milan	Dubai	Columbus	Melbourne
Madrid	Doha	Los Angeles	Singapore
Athens	Abu Dhabi	Indianapolis	Seoul

[VIEW FULL SCHEDULE](#)  
[PrivacyConnect.com](#)

Questions?

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