Onboarding
Guide for
Third Parties

Table of Contents

Introduction

The ProcessUnity Exchange is an exchange platform for Third-Party Cybersecurity Risk Management that allows both vendors and customers to more efficiently and effectively manage the risk associated with their Third-Party ecosystem.

ProcessUnity is a recognized industry leader. The ProcessUnity platform was named a leader in the **Forrester Wave for TPRM Platforms, Q1 2024**.

This recognition acknowledges ProcessUnity's commitment to delivering best-in-class risk management capabilities and fostering a community for like-minded professionals to collaborate and reduce shared risk

Why The ProcessUnity Exchange is Best in Class

The ProcessUnity Global Risk Exchange offers an assessment model which is configurable to the needs of vendors and customers alike. Assessment content can be mapped to 60+ standard industry frameworks, like the ISO 27002 or HIPAA, or our standard ProcessUnity Cybersecurity Questionnaire, which is based on the NIST 800-53 standard.

Because of the assessment's configurable nature, it can be mapped very closely to any internally developed assessment and thus allows third parties and customers alike to gain quicker access to insights into a third party's enterprise security program, resulting in more confidence in its accuracy and independence.

Third parties may provide evidence to validate up to 60 critical security controls, after which, assessment results become available in their risk profile.

Once an assessment becomes available, third parties can grant customers access to their most up-to-date risk assessment so they can measure the third party's enterprise security program's overall maturity and effectiveness.

Customers leverage the Exchange to obtain more information about their vendors' information security programs. A partnership with the ProcessUnity Exchange allows customers to access vendor security data faster, easier, and from a trusted source.

The Global Risk Exchange Assessment Methodology

The Exchange's cloud-based assessments include controls to help measure both maturity (how advanced an organization is performing across process, people, and technology as it relates to cyber risk controls) and control effectiveness (how well the organization implemented their controls in terms of strength, coverage, and timeliness).

Additionally, the Exchange methodology identifies inherent and residual risks to provide a holistic view of a third party's cyber risk posture.

LEARN MORE: **Assessment Methodology**

Why Join The Exchange?

One-To-Many Convenience

Complete one security profile (assessment + desired artifacts) and share it for free to unlimited customers or prospects on and off the Exchange to satisfy due diligence requests. Free up your team to focus on matters more important to you intead of responding to bespoke assessment requests.

Flex To Many Standards

The ProcessUnity Global Risk Exchange offers a configurable assessment which can be mapped to 60+ standard industry frameworks such as NIST 800-53, NIST Cybersecurity Framework (CSF), ISO 27001, PCI DSS, HIPAA, and more. By mapping responses to frameworks you can satisfy more requests with just one assessment.

Prepare & Respond To Major Threats

Leverage the MITRE ATT&CK® framework and taxonomy to uncover possible gaps against today's biggest threats. Utilize the sharing functionality to efficiently communicate your status to customers and prospects at scale when an emerging threat occurs.

Benchmark Against Your Industry

Compare your program maturity to companies in your industry across 13 MITRE tactics to gain insights on areas you excel, or where you lack measures, to systematically begin improving your risk posture.

Provide Your Entire Trust Package

The Exchange allows you to store and share artifacts in addition to your assessment (certifications, policies, etc.) that make up your complete trust package, helping increase your share acceptance rate.

The Exchange provides complimentary landing pages for any customer to request access to your Global Risk Exchange assessment and profile that you can link from a web page. Please see the AWS and Google sample pages. You may also link the page from a default email that your team sends.

Control Your Data & Reputation

All attested assessment data requests require an authorization release from you first. Take control of how your organization is represented to the biggest brands in the world's largest global exchange.

How Do Customers Gain Access To An Assessment?

Customers who are already partnered with the Exchange to facilitate their third-party risk program can simply submit their request via the Exchange platform. That request will then appear in the third party's Customer Portfolio.

If the request is coming from a customer who is not a part of the Exchange, the third party can add that customer to their Customer Portfolio and share their assessment proactively. The customer will receive the invite to log in and accept the third party's assessment share.

Obtaining Assistance During The Assessment Process

The Exchange supports their third parties by offering an Onboarding Webinar to introduce the assessment process and Out-brief session to walk through the results. On average, third parties that attend complete the assessment in HALF the time and are twice as likely to get value from additional offerings. Additionally, each third party can request assistance from our Global Support team via the "Contact Us" button in the platform, or by emailing ExchangeSupport@ProcessUnity.com.

If it is outside of business hours and the third party needs assistance immediately, the Exchange offers a knowledge base site with a plethora of helpful "how to" and informational articles to guide the third party through the assessment.

LEARN MORE: Exchange Knowledge Base
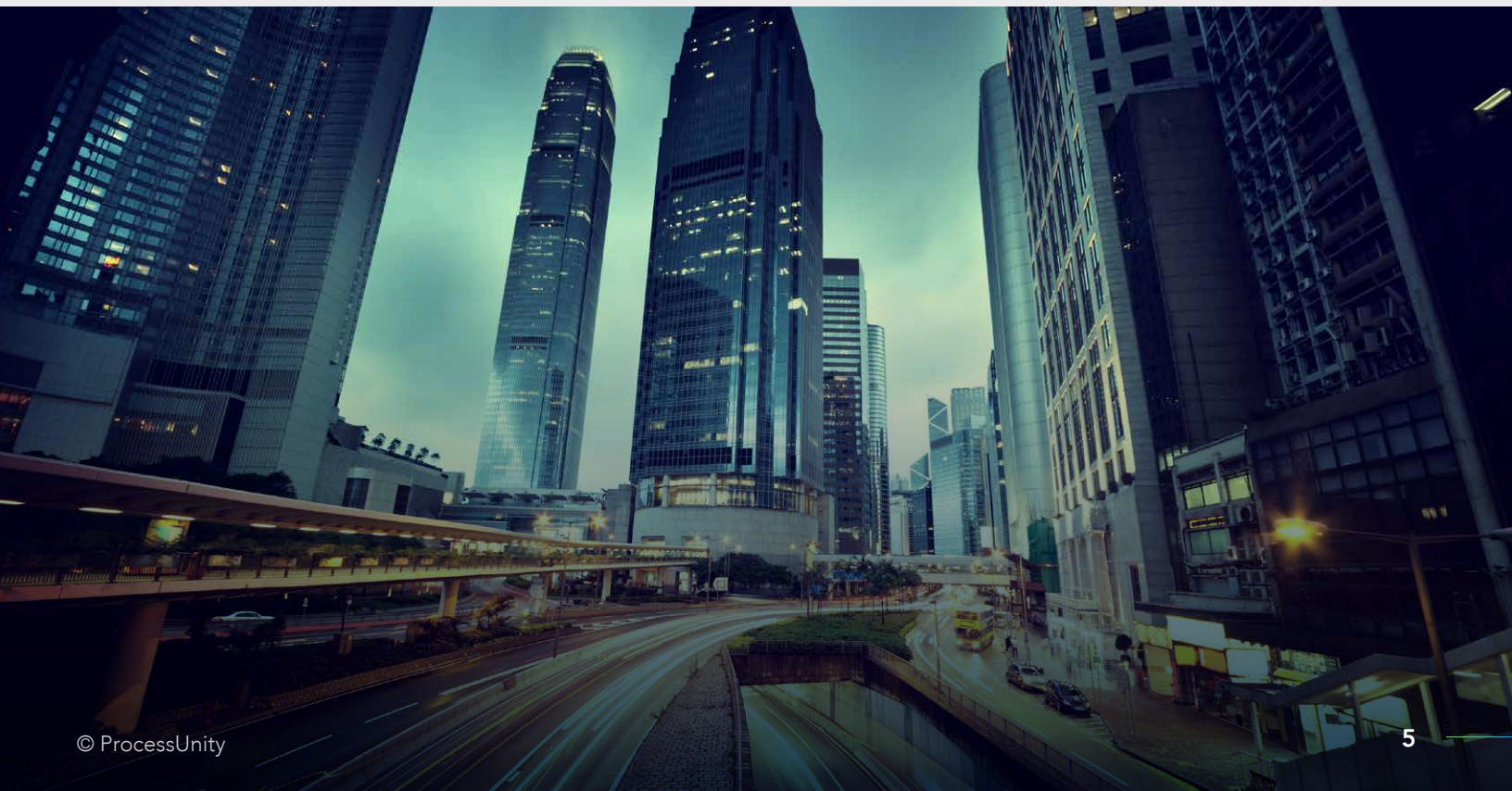
Quick Start: New Assessment

1. **Register For The Assessment Using The Link**
   If this is your first time on the Exchange, you will receive a link to claim your company. Please complete this step before registering.

   A registration link will be sent via email. The link expires after 48 hours. Subsequent logins can be made with your established credentials at https://portal.cybergrx.com.

2. **Accept The Terms And Conditions**
   Upon logging in to the portal for the first time, you will be met with our Terms and Conditions in a click-through format. The agreement includes confidentiality and non-disclosure provisions that protect your data within the framework of our exchange model vs a one-to-one relationship.

3. **Attend Third Party Onboarding**
   Register for a live onboarding session to learn more about the assessment process and free benefits available to third parties who join our Exchange.

4. **Add New Users**
   If you need to add additional members of your team to help complete your assessment, you can add and manage users by clicking on your initials in the top right corner and navigating to 'Manage my company user accounts' in the drop-down menu.

5. **Answer The Questionnaire**
   You must complete your Exchange assessment at the enterprise level - it cannot be scoped to the requesting customer or any individual business unit, product line, system or division.

6. **Submit The Assessment**
   Submit through the 'Review and Submit' button at the bottom of the page.

7. **Submit Relevant Evidence**
   If completing a validated assessment, upload artifacts directly to our secure portal where our team will review and verify them. Documents that were used to validate controls are indicated as 'Used in Validation' within the questionnaire, and within the Documents tab of the Questionnaire Dashboard.

8. **Review The Results**
   Once your assessment has been fully attested and validated, (if relevant), you may access the results via the Risk Profile tab of the My Company section within the platform.

9. **Share your results with your customer**
   As a third party, you have sole ownership over your assessment data.
   Approve, deny, or revoke access to separate requests for any requesting customers within the Customer Portfolio. Customers may request access to your assessment, validation results, or evidentiary documentation.

10. **Share your results with other customers**
    Add any customers who are outside the Exchange to your Customer Portfolio to share your assessment.

11. **Update your assessment**
    Be sure to update your assessment as your environment changes. Your customers will set data recency requirements of 12, 24, or 36 months. We encourage you to update your assessment on a 12-month cadence.

LEARN MORE: Register for Our Onboarding Webinar

Sharing Your Assessment To Reduce Due Diligence

Teams that handle assessment requests are overwhelmed with due diligence-related asks, from answering a quick question to completing a 1,000+ question assessment from their partners and prospects.

With the lack of industry standardization around framework formats, requests are often duplicative leading to wasted time answering the same question worded different ways to satisfy the request.

As the world continues to see breach after breach, there is an intensifying pressure to protect our shared ecosystems. Because of these pressures, security assurance is a key part of the procurement process. The security assurance team now plays an even bigger role in enabling revenue growth.

Sharing a default assessment and/or artifacts (certifications, policies, etc.) to satisfy multiple due diligence requests can significantly alleviate these pain points. Sharing reduces sales cycle time and improves the satisfaction of your teams by removing redundant work.

The Benefits of Sharing Your Assessment

- Organizations may share with customers/prospects within the Exchange AND outside of the Exchange **at no cost to either party**. Our ultimate goal is to grow the Exchange community to better serve the risk practitioners that we partner with.

- The current average acceptance rate of a Exchange share is 70%. Meaning, you can **remove all but a third of your requests in MINUTES not months.**

- Our Risk Navigator feature allows both parties (the sharer and the share recipient) to map a completed assessment to the framework of their choosing. **We offer 60+ industry frameworks** to view within such as NIST800/CSF, HIPAA, GDPR, and more.

- We offer the **ability to upload and share complementary policies, certifications, etc.** in addition to your Exchange assessment should you choose to.

- Additionally, leverage the **MITRE ATT&CK framework to easily integrate Exchange results with internal risk and threat management programs**. This enables customers to discover the controls that can mitigate the threats applicable for their industry, and the supporting controls that indirectly affect the efficacy of the attack techniques.

- We have found third parties are increasingly eager to provide an efficient, quality experience to customers and prospects so that they can give customers the option to self service the data they need from their trust package. Active third-party members can apply for a complimentary landing page. A landing page allows anyone to request access to your assessment and profile that you can link to from a web page (like AWS and Google have) or even from a default email your team sends.

- If you care to join one of our weekly webinars on how to leverage your Exchange profile and assessment and/or schedule a call with our team directly, register here.

LEARN MORE: How To Share Your Assessment

ProcessUnity

ABOUT PROCESSUNITY

ProcessUnity is *the* Third-Party Risk Management (TPRM) company. Our software platforms and data services protect customers from cybersecurity threats, breaches, and outages that originate from their ever-growing ecosystem of business partners. By combining the world's largest third-party risk data exchange, the leading TPRM workflow platform, and powerful artificial intelligence, ProcessUnity extends third-party risk, procurement, and cybersecurity teams so they can cover their entire vendor portfolio. With ProcessUnity, organizations of all sizes reduce assessment work while improving quality, securing intellectual property and customer data so business operations continue to operate uninterrupted.

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