

vCISO

SUMMARY

A vCISO program is one of the most strategic, highest-value offerings a service provider can offer. But superior data management capabilities are central to its success in effectively addressing key areas like cyber risk management, compliance, incident response, employee training, and executive management engagement.

PlexTrac helps enable a vCISO offering by serving as the single pane to view and interact with all current and historical data from client pentests, continuous testing, assessments, and vulnerability scans. This comprehensive view allows for deeper analysis of the data to understand the root cause of recurring vulnerabilities. PlexTrac helps vCISOs evaluate offensive security findings in the context of risk frameworks and measure risk mitigation progress relative to business impact as defined by those frameworks. PlexTrac's contextual scoring functionality is configurable at the client level to support grouping vulnerabilities around underlying issues that can then be tracked and automatically prioritized based on risk relative to business impact. The issues that pose the greatest threat to each organization can be prioritized and remediated first, thus closing the loop on risk recurrence.

Introduce a competitive vCISO offering by leveraging PlexTrac to extract deeper insights and identify trends in findings, assets, and SLA data. Effectively provide vCISO clients with a view of their historical, current, and future state from a risk perspective with easy-to-understand visuals for non-technical stakeholders that easily communicate risk status and progress.

PROBLEM	SOLUTION
Service providers are looking to grow revenue by expanding into a vCISO offering to attract new clients, but may lack the management tooling to support it.	PlexTrac helps service providers implement a vCISO offering by providing a structured platform to help supplement and facilitate many of the responsibilities involved with running a successful vCISO program. Consolidate all current/historical data from offensive engagements in PlexTrac for deeper analysis to understand the root cause of recurring vulnerabilities.
Clearly communicating to clients which issues to prioritize first is challenging.	PlexTrac's fully configurable contextual risk-based scoring equations automate and enable unique scoring methodologies to support clients across multiple industries with varying risk appetites. By leveraging this scoring engine, you may effectively prioritize risk relative to business impact and ensure resources are spent on the issues posing the largest impact on each client's business.

PROBLEM	SOLUTION
Service providers are looking for ways to grow revenue and increase customer lifetime value. They recognize that a vCISO offering can expand existing customer relationships into comprehensive, strategic partnerships.	Using PlexTrac to support all offensive security offerings for clients brings all their historical/current data together with access through the client portal. These clients have an incentive to upgrade and move toward more strategic and ongoing services, viewing the service provider as a trusted consultant, with all their data in one place.
It can be challenging to demonstrate clients' return on investment in a vCISO offering.	PlexTrac's tracking capabilities help demonstrate an ongoing reduction in risk via continuous validation to prove the remediation treatments of identified risks have effectively reduced future risk. Show this through measurably reduced contextual risk scores. PlexTrac's powerful analytics and visuals make communicating ROI easy.
Data is often scattered between systems and tools making it difficult to aggregate and analyze. To run an effective vCISO program, data management is essential to building a full picture and to setting the right priorities.	PlexTrac serves as the central location to aggregate all offensive security data so both testing and remediation efforts are visible and trackable. Measure progress over time so you can execute and track the long-term roadmap.
Engaging with executive management is challenging when you don't have an efficient method to pull analytics or communicate status and progress.	PlexTrac provides filterable analytics and powerful visuals to communicate the story within the data and help translate cyber risk to business risk with easy-to-understand visuals for non-technical leaders and other stakeholders.

Implement a vCISO Service Offering With PlexTrac



- “ PlexTrac is a game changer for organizations that want to be proactive in their cybersecurity efforts.”

– **Leo Laporte, Podcast Host, Security Now**
- “ Everything we’re building to manage our cybersecurity operations is being done with PlexTrac at the core.”

– **Product Security Lead, a leading provider of device insurance**

- “ PlexTrac Priorities gives us the ability to evaluate offensive security findings in the context of risk frameworks our clients care about and measure risk mitigation progress relative to business impact as defined by the same frameworks. As a result, PlexTrac is foundational to our ongoing security and risk management and vCISO offerings.”

– **Charles Snyder, Director of Cybersecurity, CAI.**

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