

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’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. 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.

PROBLEM	SOLUTION
<p>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.</p>	<p>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. Leverage fully configurable contextual scoring equations to automate risk-based prioritization of issues.</p>
<p>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.</p>	<p>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.</p>
<p>It can be challenging to demonstrate clients’ return on investment in a vCISO offering.</p>	<p>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. PlexTrac’s powerful analytics and visuals make communicating ROI easy.</p>

PROBLEM	SOLUTION
<p>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.</p>	<p>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.</p>
<p>Engaging with executive management is challenging when you don't have an efficient method to pull analytics to communicate the story behind your data.</p>	<p>PlexTrac provides filterable analytics and powerful visuals to communicate the story within the data and help translate cyber risk to business risk in terms accessible to non-technical leaders and other stakeholders.</p>

Implement a vCISO Service Offering With PlexTrac



“ 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 is a game changer for organizations that want to be proactive in their cybersecurity efforts.”
 – **JLeo Laporte, Podcast Host, Security Now**

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