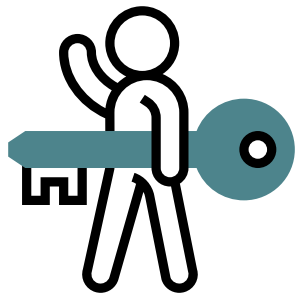
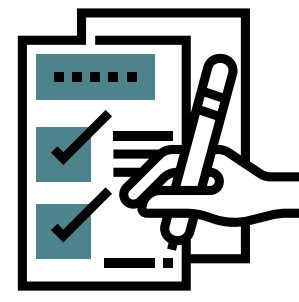


Vendors and other third-party services can introduce a **tremendous** amount of risk to any organization. It's important to know where they stand in terms of established cybersecurity protocols to maintain an **accurate** and **sufficient** risk profile.



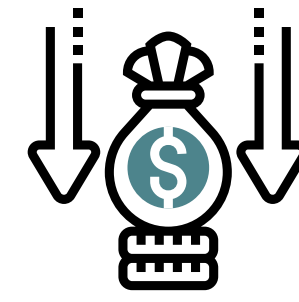
**75%**

of companies saw third-party access grow over the past two years



**34%**

of companies maintain a comprehensive inventory of their third parties



**54%**

of organizations spend less than \$5,000 per year on VRM

These statistics shows that most organizations are not really understanding their vendors and their **risks**. They are missing an opportunity to **fully leverage** their vendors.

## Switching from Compliance to Trust

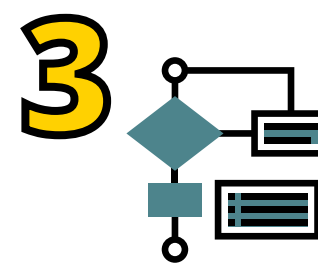
Most VRM programs begin and end with a sole focus on compliance. LBMC goes **beyond** compliance by examining the underlying risks and identifying ways to maximize trust – transforming your vendors into **true partners** for your business. Our approach consists of a four-stage progression model tailored to your needs:



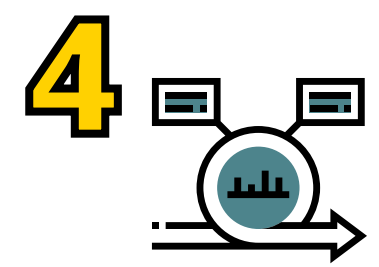
**1**  
Vendor risk initial state & build-out



**2**  
Vendor risk registration



**3**  
Complete vendor risk universe



**4**  
Stratification & ongoing evaluation

### Vendor Risk Management - Maturity Progression Roadmap

Low

High

## BALLAST Risk Assessment Software



LBMC Information Security leverages the BALLAST risk assessment software as part of our VRM program. Developed by expert cybersecurity professionals, BALLAST allows you to efficiently **identify** and **proactively track** risks that drive security initiatives and remediation

work in your organization. Let us show you how LBMC Information Security can help you leverage your vendor relationships to provide **real value** for your organization.