

Enterprises Demanding Cybersecurity Readiness From SaaS Providers



As SaaS provider, looking to acquire enterprise clients?

Having cyber security measures with risk management is becoming critical as per survey of 100's of enterprise customers & CISO's of top organizations

45% Enterprise agree, Lack of visibility of cyber risk is major component Having Risk Based Solution Is Critical

“Cyber criminals are technologically as sophisticated as the most advanced IT companies and like them have moved quickly to adopt AI, cloud, software-as-a-service (cybercrime-as-a-service) and encryption.”
— Symantec Cyber Crime Report

From 2019 onwards, with increased cyber risk, security issues are becoming major factor for the disqualification of SAAS providers; DSCI-PWC Report

61.1%  % CISO seeking for real-time visibility of cyber risk & compliance

US & European enterprises seeking a real time visibility of the cyber risk & compliance maturity score for shortlisting SaaS Providers. — Gartner Cyber Risk Report

CISO's looking from SaaS vendors the following capabilities,



90%

SAAS vendor's lack requisite cybersecurity capabilities causing delay in contracting & implementation as per enterprise CISO's:
Source McKinsey

<https://www.mckinsey.com/business-functions/risk-and-resilience/our-insights/securing-software-as-a-service>

41%

BFSI organizations say regulatory compliance biggest challenge. SAAS vendors not complied with regulatory compliance affects integration



3 Weeks To 2 Months for Contracting Security

Most challenging issues discussed in financial liability for breached events & cyber insurance policies

See how Seconize helping SaaS vendors become cyber security ready for enterprise adoption
www.seconize.co/industries/tech-vendors

