BLACK KITE

BLACK KITE & SCANTRON

Scantron utilizes Black Kite to manage supply chain risk and understand vendor cyber posture.

SCANTRON®
SMART STARTS HERE

Scantron is a global, technology and services-driven company whose experts provide comprehensive assessment and technology solutions.

Scantron develops and delivers millions of digital education assessments and certification tests, provides managed technology support for tens of thousands of IT endpoints and devices, manages more than a half-billion copied pages annually, prints & delivers hundreds of millions of high-precision, scannable answer sheets, and supports leading educational institutions, certifying bodies, small to large businesses, and government agencies across the globe.

WHY BLACK KITE?

With no third-party risk strategy in place, and providing managed technology support for thousands of companies, Scantron needed Black Kite to kickstart their vendor risk management process. They needed an automated platform that could continuously monitor all vendors efficiently while providing compliance assistance, financial risk estimates, and ransomware insights.

> I was able to demonstrate and show the VP of IT that Black Kite was the only platform offering both a Ransomware Susceptibility Index™ and quantified risk amount with FAIR™, setting Black Kite far apart from the competition.

CHARLES MENDOZA
Director of Information Security

THE OPPORTUNITY WITH BLACK KITE

"BLACK KITE HAS ALLOWED US TO RECOGNIZE THE IMPORTANCE OF VERIFYING AND ENSURING THAT ALL COMPANIES THAT WE DO BUSINESS WITH ARE COMPLIANT AND PRACTICE SUFFICIENT CYBERSECURITY MEASURES."

CHALLENGE

When Charles Mendoza joined Scantron, there was no third-party risk strategy in place. Joining their team in April of 2020 as Director of Information Security, Mendoza saw a need for cyber due diligence when adding vendors to the supply chain. It was evident that he needed to push for a Black Kite partnership, having worked with Black Kite at a previous company. Without proper processes in place, he knew it was easy to mistakenly move forward with cyber-vulnerable vendors, increasing risk across the board.

APPROACH

When comparing Black Kite to the competition, it was clear to Mendoza that the Black Kite platform was and is the most comprehensive cyber risk monitoring option. He was determined to have Scantron partner with Black Kite.

Mendoza was able to easily demonstrate to the executive team the valuable intelligence and data provided within the platform, including the comprehensive standards-based security posture rating.

REASONING

With the Black Kite solution deployed, the latest relevant capabilities far outpaced the competition with use cases such as:

- Quantitative Risk using FAIR™
- Ransomware Susceptibility Index ratings throughout the supply chain
- Automated parsing of compliance documents
- FocusTags™ to alert of high-profile cyber events impacting vendors in the supply chain

Scantron chose to work with Black Kite because **the platform provided exactly what was needed** to implement their desired vendor risk management program.

SOLUTION

Once Scantron began its partnership with Black Kite and started using the platform, they were able to gain a 360-degree view of its supply chain risk. Scantron's use case spans the full scope of Black Kite offerings, from being aware of the level of ransomware risk they are taking on, to risk quantification capabilities using OpenFAIR™ and automated compliance correlation with the Unique Parser™. The compliance correlation capability across copious security frameworks has been extremely helpful for Scantron in **securing renewals from customers** that were on the fence, as it is part of their due diligence in working with Scantron to ensure they're compliant.

In addition, Scantron was able to utilize the compliance report and cyber posture report when **applying for and securing cyber insurance,** making the application process much more approachable and accessible for the company.

> "THE BLACK KITE CUSTOMER SUCCESS TEAM HAS BEEN AMAZING FROM DAY ONE, WILLING TO MEET WITH US MONTHLY TO MAKE SURE EVERYTHING IS RUNNING SMOOTHLY. I AM PROUD TO SAY THAT BLACK KITE IS ONE OF OUR MOST RELIABLE PARTNERS DAY IN AND DAY OUT."

As Black Kite has grown and adapted to the needs of the cyber climate, Scantron has been eager to put all features to good use, including one of the newest features: FocusTags™ identifying vendors within an ecosystem that have experienced a recent high-profile cyber event.

Mendoza was able to provide upper management with Black Kite reports that showed the tagging of each vendor affected by the zero-day Log4j incident in late 2021. This allowed Mendoza to monitor key and vulnerable vendors in real-time, alerting them if they needed to resolve their issues or vulnerabilities. This **re-confirmed to upper management that Black Kite was the right cyber risk intelligence partner** for Scantron.

"Black Kite rapidly deployed Log4J tags, allowing Scantron to quickly identify our Log4j-vulnerable business partners and customers," said Mendoza. "Armed with this valuable information, **we saved weeks** of unnecessary communications to our partners and customers seeking their Log4j status. Attempting to manually verify this status would have been pointless, as, in IT, we must **'verify'** *and then* **'trust'.** Black Kite rapidly deploying this feature allowed us to do just that: 'verify before trusting.' Thank you, Black Kite!"

> ACCORDING TO MENDOZA, THE BLACK KITE PLATFORM HAS ENABLED SCANTRON TO PROPERLY SECURE THEIR BUSINESS FROM OTHERWISE HIGH-RISK ENCOUNTERS WITH THIRD-PARTIES.

ABOUT BLACK KITE

One in four organizations suffered from a cyber attack in the last year, resulting in production, reputation and financial losses. The real problem is adversaries attack companies via third parties, island-hopping their way into target organizations. At Black Kite, we're redefining vendor risk management with the world's first global third-party cyber risk intelligence platform, built from an adversary's perspective.

With 500+ customers across the globe and counting, we're committed to improving the health and safety of the entire planet's cyber ecosystem with the industry's most accurate and comprehensive cyber intelligence. While other security ratings service (SRS) providers try to narrow the scope, Black Kite provides the only standards-based cyber risk assessments that analyze your supply chain's cybersecurity posture from three critical dimensions: technical, financial and compliance.

EXPERIENCE THE PLATFORM FOR YOUR COMPANY

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