

Buyer ICP - General

Size: 250 – 5,000 Employees

Seek organizations that have dedicated GRC/Information Security & Compliance Roles.

Target Roles:

- **LinkedIn Account Search:**
 - "Information Security" OR "compliance" OR "GRC" OR "Governance Risk and Compliance" OR "IT Risk" OR "Cybersecurity" OR "Security Compliance"
 - "CISO" OR "Security Compliance" OR "Information Security"
- **ZoomInfo Account Search:**
 - Information Security or Compliance or GRC or Governance Risk and Compliance or IT Risk or Cybersecurity or CISO or Chief Information Security Officer or Chief Compliance Officer or Chief Risk Officer (CRO)
- **Start with Managers and Directors of GRC or Information Security**
 - Vice President / Director: Information Security (InfoSec), Security, Cyber, Governance, Risk, and/or Compliance, Information Technology (IT)
 - C-Level: Chief Information Security Officer (CISO), Chief Compliance Officer, (CCO) Chief Risk Officer (CRO)

Compliance & Audit:

- SOC 2 - "sock two"
- NIST - "nist"
- CIS - "C-I-S"
- ISO - "eye-so"

Typical Industries:

- **Industry & Typical Relevant Programs/Frameworks**
 - Software - (SOC 2; ISO, CIS, NIST)
 - Health Tech (HIPAA, HiTRUST, PCI, SOC 2)
 - State, Local, Educational Institutions (NIST, CIS, occasionally PCI-DSS, Laws & Regulations,)
- **Other Opportunity Industries**
 - Retail (PCI-DSS, GDPR (EU Privacy Law), US State Privacy Laws)
 - Manufacturing (NIST, ISO, CIS, GLBA (Sanctions/PEP))
 - Financial Services (PCI- DSS, FFIEC, GLBA (Sanctions/PEP), SOC 2, ISO)

Buyer ICP - Questions

1. What frameworks and/or certifications (e.g. SOC 2, ISO, NIST, CIS) are you currently or looking to comply with? (Refer to industry list above for examples)
 - a. Do you have a GRC solution or tool that helps you with this today?
 - i. "Yes" – What tool is that if you don't me asking? Do you have any pain points that you'd like to solve? Would you consider looking at other GRC solutions that could help?
 - ii. "No, we use our own manual process/spreadsheets" - Would you consider looking at GRC solutions that could help?
2. For those frameworks/certifications, are there any process/workflow enhancements around evidence collection you are looking to work on this year?
3. How is your organization managing your Third-Party Vendor Risk Management process?
 - a. Do you have a solution or tool that helps you with this today?
 - i. Yes – What tool is that if you don't me asking? Do you have any pain points that you'd like to solve? Would you consider looking at other solutions that could help?
 - ii. No, we used our own manual process/spreadsheets - That seems difficult to manage. Would you consider looking at solutions that could help?