Choosing the Right Security Vendor

Six Areas to Evaluate

Business Strength

Investigate the vendor's financial stability, resilience to economic downturns, historical performance, funding, and ability to withstand challenges.

Ownership & References

What is the vendor's ownership history? What is their reputation and the perception of their reliability? Can you find similar use cases? Do they have a history of negative relationships?

Contract Terms

Define contract terms related to billing, payment, value-added tax (VAT), pass-through costs, insurance implications, data ownership and visibility, and other variable costs.

Certifications

Check for relevant certifications such as ISO, SOC, NIST, or industry-specific accreditations that demonstrate the vendor's commitment to quality and compliance.

Geographical Capability

Does their geographical reach align with your needs? If services span multiple geographies, are they compatible and complementary? Can they establish business entities in new markets?

Social/Environmental Impact

Evaluate social and environmental practices to ensure alignment with your organization's values.