

Company Snapshot

LockPath is a market leader in providing the next generation of enterprise software for corporate governance, risk management, compliance and information security. For more information, visit www.lockpath.com.

Key Message

LockPath's award-winning Keylight platform is used to automate business processes, reduce enterprise risk and demonstrate regulatory compliance. It consists of a fully integrated suite of applications, integrates with third-party data sources and provides the most user-friendly interface in the industry.

Contact Us

LockPath Channel Sales
partners@lockpath.com
 913.951.3481

Solving Problems

Keylight is designed for clients who need to:

- Spend less time and money on compliance
- Replace outdated methods and processes
- Tie IT metrics and risk to business metrics and risk
- Quickly generate reports for internal stakeholders and external auditors
- Assess the risks of dozens, hundreds or thousands of vendors and business partners

Target Audience

Compliance professionals – CCO, and anyone trying to more efficiently manage a variable list of compliance requirements and audit management

Internal Audit Preparation Team - CFO, CEO, chief audit executives, CPA, audit preparation personnel & outside consulting partners

Security group - CIO, CTO, CISO, IT leadership positions working on asset inventory, vuln scans and operations

Risk group - CRO, and anyone who manages and assesses an organization's risk.

The Keylight Platform

Keylight offers seven applications that work independently or as a holistic solution. Keylight is designed to manage all facets of compliance and risk programs, including:

- IT Risk Management
- Operational Risk Management
- Vendor Risk Management
- Audit Management
- Business Continuity Management and Planning
- Corporate Compliance and Oversight

Additional Features:

- Optional Keylight Ambassador connects on-premise resources to the cloud and links to Syslog and other third-party data.
- More than 30 connectors to third-party intelligence, data, analytics and content feeds, including iSight Partners, Intel Security, Nessus, QRadar, Qualys, Rapid7, RedSeal, Tripwire and others.
- Remote Directory Sync provides convenient user access through the cloud with the necessary security authentication.

Qualifying Questions

- Do you have a team managing your risks/compliance/audit needs?
- Do you currently have any projects related to risk management, compliance or audit management?
- Which specific regulations must you comply with? (SOX, PCI, HIPAA, etc.)

Compliance Questions

- What are you doing to track [specific regulations]?
- How do you make your employees aware of your policies?
- Where do your policies live and how are they updated?

Risk Questions

- How are you tying together risks and compliance controls?
- How do you maintain a list of risk exceptions? How often are they examined?

Audit Questions

- How are you keeping track of historical audit information?
- How much time do you spend preparing for and responding to audits?
- Can you take me through the process of dealing with external auditors?

Business Continuity Questions

- How are your backup plans accessed in an emergency?
- How do you test your business continuity plans?
- How are you conducting your current business impact analysis?

Vendor Questions

- What does your current vendor assessment model look like?
- How are you composing your vendor surveys? How many vendors do you manage?

Security Questions

- How do you currently interpret vuln scan and incident monitoring data?
- How are you eliminating false positives and duplicate data between multiple tools?
- How are you associating data with assets, compliance controls, risks, etc?
- How do you categorize and prioritize your security data? Is there a ranking system in place?

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Why Sell Keylight

- Strategically wraps around products and services you have already sold to your customer base
- Embeds you deeper into your customers' growing needs, which can lead to additional opportunities.
- Offers a strong spiff and deal registration program with healthy margins
- Provides a quick and easy implementation experience for customers
- Delivers an incremental revenue opportunity by offering strategic services projects around GRC program maturation
- Generates easy, low-touch renewals
- Creates customer satisfaction with easy-to-use product administration and interface
- Results in rapid time-to-value and return on investment for the client
- Offers flexible deployment options - Cloud, On-Prem or hybrid

How LockPath Helps a Customer

- Creates a centralized database, eliminating data silos
- Makes it easier for customers to collaborate through workflows
- Generates reports for a variety of audiences
- Automation allows easy reporting in the future – no re-creating reports
- Translates Key Performance Indicators to Key Risk Indicators

Cross-Selling Opportunities

- Once Keylight is implemented, inform clients of other applications that integrate with the platform (e.g., Incident Manager, Audit Manager)
- Position product enhancements
- Product integration opportunities: QRadar, Qualys, Rapid7, Nessus, WhiteHat, Veracode, iSight Partners, etc.

Key Features and Benefits

Speed of setup and implementation

Keylight can be configured without a single line of code and offers the most rapid time-to-value in the industry.

Flexible deployment architecture

Cloud or on-premise deployment available. Keylight Ambassador allows for a hybrid deployment.

Patented Dynamic Content Framework

Create custom tables and fields and generate reports without the assistance of developers.

Ease of Use

Keylight is the only GRC platform on the market that allows users to perform tasks in bulk. It allows users to bulk edit, delete fields and move thousands of records from one workflow process or stage to another.

UCF integration

Keylight features the most robust integration of (Unified Compliance Framework) content.

Multiple configurations and nonlinear processes

Keylight is the only GRC platform on the market that configures to a client's current processes and operations. Clients do not have to change how they do business to fit the platform.

Drag & Drop Reporting

Keylight provides powerful drag-and-drop reporting tools that provide visibility to audit performance, findings and history.

Assessments

Keylight includes a dedicated assessments engine that supports automatic issuance, notification, scoring and email.

Upgrades and support

LockPath includes basic training as well as automatic upgrades, making it easy for clients to use the latest version of Keylight.

Keylight Ecosystem Overview

Keylight's seven applications work together to help clients analyze data from multiple sources. Clients can use any combination of applications and add applications as their needs change.

