



# **BAY FEDERAL CREDIT UNION COUNTS ON BLACK KITE TO MITIGATE THIRD-PARTY RISK EXPOSURE**

**A BLACK KITE CASE STUDY**





## THE CHALLENGE

After reaching \$1.1B in assets, Bay Federal Credit Union had to shift an immense focus into the protection and security of third-party vendors and suppliers.

Audits provided very few recommendations, but continued to add to the seemingly never-ending list of third-party management requirements.

Bay Federal needed an affordable cyber ratings tool to implement a Defense in Depth (DiD) strategy and stay ahead of regulatory changes.

As a smaller company with a stringent technology budget, the team needed the solution to meet the needs of their growing vendor landscape without compromising all of their resources.



**"Third-party risk management regulatory requirements continue to increase. I like to be ahead of that conversation."**

**RICHARD ROARK  
VP & CTO**





I know within the first minute whether I want to work with a company or not. There wasn't a functionality lacking compared to the competition, and Black Kite was **much more proactive about my needs than reactive.**

- RICHARD ROARK, VP AND CTO



## THE SOLUTION

Bay Federal Credit Union approached Black Kite to potentially replace a legacy vendor that wasn't equipped to meet the team's evolving vendor risk management needs. Black Kite took the time to listen to Bay Federal's problems, and provide remediation feedback in a timely manner.

"It was really easy to talk to Black Kite. They understand my requirements, financial position, but—most of all—my need for a good cyber rating tool," -Richard Roark, VP and CTO.

After a product demo and competitive pricing, it was decided that Black Kite's affordable continuous monitoring tool would be implemented to deploy technical defense in depth.



## THE RESULTS

### Full Visibility Across the Digital Supply Chain

Within just a few months of using Black Kite's platform, the team at Bay Federal Credit Union was able to prioritize vendor inclusion based on their cyber risk appetite, and work more effectively with their third parties to mitigate exposure. They have been active customers now for over two years.

### Support from Internal Stakeholders

Bay Federal stakeholders were pleased with the return on investment, and ability to effectively assess every vendor and supplier without aggregated costs.

### An Extension of their Team

Not only is the team passionate about the product, they describe the people and customer service as "unparalleled".





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 monitoring platform, built from a hacker's perspective.

With 300+ 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.

[LEARN MORE](#)

