



BLACK KITE



# BLACK KITE & FRACTIONAL CISO

**A Services Partnership with Black Kite**

September 2022

**A Black Kite Case Study**

Fractional CISO provides key services a full-time CISO would, utilizing Black Kite as a means to scan all client vendors within their supply chains, revealing what needs immediate attention.

# Fractional CISO

Fractional CISO provides Virtual CISO advisory services to its clients, giving them key cybersecurity leadership services at a fraction of the cost of a full-time CISO. They help clients prepare for compliance audits such as SOC 2 and ISO 27001, conduct risk assessments and plan and manage entire cybersecurity programs.

Midsize organizations have just as many needs as larger companies with security teams, but find it too difficult or too expensive to retain a full-time CISO.

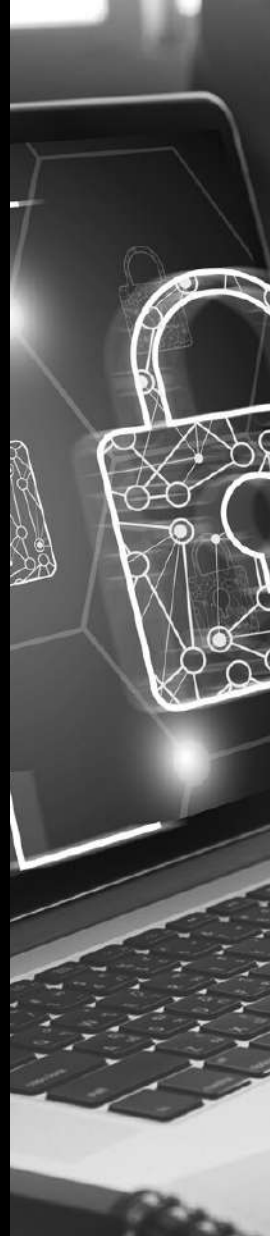
## WHY BLACK KITE?

Before partnering with Black Kite, Fractional CISO assisted clients based on supply chain data that was provided by the client. With Black Kite, the process transformed from a manual, month-long process, to an automated, next-day experience. From there, Black Kite became an essential tool for continuous vendor management for all clients in their installed base.

**Black Kite has allowed us to ramp up extremely fast with our clients and helps us see how their environment looks from the outside.**

**Black Kite provides us with guidance on issues that need immediate attention, often issues that are not necessarily obvious to our clients.**

**ROB BLACK**  
Founder of Fractional CISO



# THE OPPORTUNITY WITH BLACK KITE

**“BLACK KITE HAS BROUGHT CONSISTENCY TO THE FRACTIONAL CISO PROGRAM, MAKING US MORE EFFECTIVE AS A COMPANY AND ALLOWING US TO REALLOCATE TIME TO THE CLIENT’S NEEDS INSTEAD OF DIGGING AROUND LOOKING FOR FINDINGS OR VULNERABILITIES.”**

## CHALLENGE

Obtaining new client information and entering it into Fractional CISO's environment took a significant amount of time. Additionally, if a client was unaware of a particular vendor in its supply chain, there were blindspots and possible vulnerabilities that weren't being monitored.

Before Black Kite, the entire vendor management process was manual, or it was done in a piecemeal fashion. Additionally, there was no future continuous vendor monitoring for the client before Black Kite. Without a tool, it was nearly impossible to get a trustworthy, solid read on the entire supply chain.

## APPROACH

When comparing Black Kite to the competition, Fractional CISO felt that Black Kite had the most actionable information of anyone in the space. In addition, Black Kite had a channel-friendly offering that met the needs of their company.

Black Kite's ability to pinpoint and discover specific vulnerabilities revealed that using Black Kite would help target and understand exactly how to guide clients to better their security practices.

## REASONING

Black Kite gave Fractional CISO the tools to ramp up extremely quickly with clients, and helped them more easily see how an environment looks from the outside. The guidance provided brought issues to light that needed immediate attention, often issues that were not necessarily obvious to clients.

In some cases, Black Kite was able to reveal findings that wouldn't have been discovered without the intelligence offered. In other ramp-up cases, Black Kite just made the process easy. **What results used to be available to the client on week 3 are now available next-day.**

# SOLUTION

Once Fractional CISO began its partnership with Black Kite and started using the platform as a part of their program, they were able to help their clients gain a 360-degree view of their supply chain risk. Black Kite accelerated their efforts, prioritizing all findings in each scan much more quickly, which in turn allowed Fractional CISO to be more effective in providing guidance to the client.

Black Kite helped tremendously with vendor management as well. Most clients have at least hundreds if not thousands of vendors. Before, Fractional CISO took a risk-based approach, and focused on the top 10% of vendors. However that left a broad, and large, set of vendors that were unmonitored. Many of those vendors had poor security practices, and Black Kite revealed that. Black Kite was extremely effective at accelerating the vendor management program, taking interactions that would normally take weeks to complete (or never with that level of detail), and finalized them in **days**.

## BLACK KITE HAS HELPED US WITH CLIENT VENDOR EVALUATION, ALLOWING US TO GIVE **SAME-DAY FEEDBACK** TO HELP MAKE A DECISION.

Black Kite's ability to pinpoint and discover specific vulnerabilities allows us to target and understand exactly how to help our clients better their security practices. While we show the clients' results, often Black Kite is in the background of the Fractional CISO product, alerting us to what needs immediate attention.

"For example, we were evaluating a vendor on behalf of a client and guessed that their patching practices weren't very good. Black Kite **confirmed** that the patching was poor, allowing us to convince the client executive of these issues with legitimate evidence. Similar situations have occurred with email weaknesses, DNS server vulnerabilities, IP address issues, etc. Would these issues have been discovered without Black Kite? Some yes, some no. Would they have been found nearly on **day one and with ease?** *Certainly not.*"

**BLACK KITE HAS DECREASED OUR TIME FOR FINDING CRITICAL VULNERABILITIES FROM THE **FIRST MONTH** TO THE **FIRST DAY** OF ENGAGEMENT WITH A CLIENT.**



## 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.


## PARTNER AND MSSP PROGRAM


### BLACK KITE'S CYBER RISK RATING SERVICE


At Black Kite, our mission is to build the most trustworthy cyber rating system in the world. Our partners are a global fleet of experienced, practical thinkers dedicated to enhancing our solution in order to reduce uncertainty around cyber risk.

EXPERIENCE THE PLATFORM FOR YOUR COMPANY

**CONTACT US**

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