



# WalkMe Receives a 360-Degree View of Suppliers Using Panorays





## About WalkMe

WalkMe pioneered the Digital Adoption Platform (DAP) to transform the user experience in today's overwhelming digital world. Using artificial intelligence, engagement, guidance and automation, WalkMe's transparent overlay assists users to complete tasks easily within any enterprise software, mobile application or website. Founded in 2011, WalkMe software is used by 2,000 enterprises globally, including 30% of Fortune 500 companies.

### Challenge

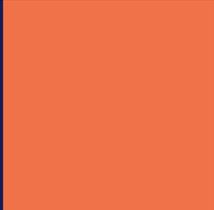
- Manual third-party security management process

### Solution

- Continuous monitoring that combines the outside-in with the inside-out

### Added Value

- Continuous monitoring with live alerts
- Reduced time spent verifying answers
- Improved quality of security evaluations



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# Challenge

*"We were looking for a platform or tool that could bring us to the next level."*

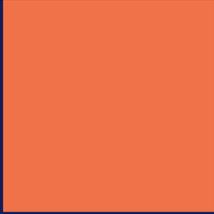
Daniel Chechik, CISO, WalkMe

## Manual Third-Party Security Management Process

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WalkMe was in a hyper-growth mode, providing an enterprise-class ready solution with the highest security standards to large organizations from diversified verticals including the financial and health industries. Therefore, WalkMe was looking for a comprehensive way to check the security posture of its many third parties. It was important for the company to exercise due diligence to better understand the cyber risks that third parties might introduce.

"We were looking for a platform or tool that could bring us to the next level so that we could perform deeper analysis and assess even more suppliers," said Chief Information Security Officer Daniel Chechik.



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# Solution

*“With Panorays,  
it’s all one  
system.”*

Daniel Chechik, CISO, WalkMe

## Continuous Monitoring That Combines the Outside-In with the Inside-Out

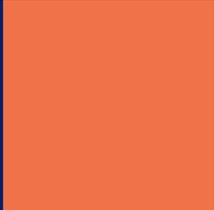
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Panorays was chosen as an all-in-one solution that combined the “outside-in” exterior scanning of assets with the “inside-out” questionnaire process.

“When I looked at other security rating services, they focused more on the exterior scan and gave scores, but then I needed to go to another supplier who could handle the questionnaires,” he said. “With Panorays, it’s all one system.”

Panorays’ customized questionnaires also allowed WalkMe to cut down on time spent verifying answers. The WalkMe security team would often need to email or call suppliers if answers were unclear. With Panorays, all interaction with suppliers takes place on the platform.

“Our goal with the questionnaires was to create questions and answers that would include follow-up questions,” Chechik said. “So if the supplier answers ‘no,’ we can immediately clarify what that entails and what needs to be done to rectify it.”



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# Conclusion

*“With Panorays, we have a more comprehensive view of our suppliers.”*

Daniel Checkik, CISO, WalkMe

## A Comprehensive View of Supplier Security Posture



Since WalkMe has started evaluating its third parties with Panorays, Checkik has noticed a significant improvement in the quality of the assessments.

“With Panorays, we have a more comprehensive view of our suppliers,” he said. “We have a better understanding of who we are dealing with, what are their levels of security and privacy, what permissions they need and what data they use. We can then review all of the data we’ve gathered on suppliers and make an informed decision about how to proceed.”

# About Panorays

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Panorays automates third-party security lifecycle management. With the Panorays platform, companies dramatically speed up their third-party security evaluation process and gain continuous visibility while ensuring compliance to regulations such as GDPR and NYDFS. It is the only platform that enables companies to easily view, manage and engage on the security posture of their third parties, vendors, suppliers and business partners. Panorays is a SaaS-based platform, with no installation needed.



Want to learn more about how Panorays' automated questionnaires can help your third-party security process?  
Contact your Panorays sales rep or email us at [info@panorays.com](mailto:info@panorays.com)