

Security Passport

Panorays' Security Passport enables suppliers to share a predefined security profile with potential customers to facilitate security due diligence. In fact, with the availability of the Security Passport, suppliers can eliminate security due diligence nearly 80% of the time. Easily build a passport with the security, privacy and compliance information you want to share, and save your team the tedious task of answering repetitive security questionnaires. Arm your security and sales teams with a powerful tool that will significantly shorten your company's sales cycle and will help you get quick approval.





Using Panorays' Security Passport will help you:



Save your security team's time and resources

Easily build your passport once, instead of having to keep answering the same questions from different evaluators, eliminating security due diligence 80% of the time.



Accelerate your sales process

Sales teams independently share the passport you approved, spending minimal time and effort to showcase your company's security profile. The passport can be easily shared through Salesforce or a link, expediting the approval process from your evaluators.



Differentiate against competitors

Share your Security Passport from Panorays, a leader in third-party security risk management, to build trust with potential customers early in the sales process.



Control how your customers see you

Control the security information shared with customers by building Security Passports for different business situations, and gaining full visibility into who accessed your passports.



Increase internal collaboration

Align with your sales team on a single source of truth to eliminate any internal friction between business and security departments.

How Does Panorays' Security Passport Work?

Responding to security questionnaires is time-consuming and inefficient. Your team responds to tens of thousands of questions each year, and is required to deliver fast answers to support business growth. The Security Passport lets you easily build a living security profile that you and your sales team can share early in the sales process, even before being asked to complete a questionnaire. Your Security Passport will demonstrate security, privacy and compliance capabilities, by easily sharing relevant certifications, security questionnaires and other supportive documents.

Easily build and share your Security Passport



Build

Build a Security Passport with all the required security, privacy and compliance information. Panorays automatically prepopulates the passport with publicly available information, minimizing this one-time effort.



Approve

Send a draft to your sales team, making sure they are on board and willing to start sharing the Security Passport with potential customers.



Share

Once approved internally, your sales team can share the Security Passport directly from Salesforce by simply clicking a button and selecting a contact to receive the passport. They can also share a link via their preferred communication channel.

Manage your Security Passport over time



Track

Check to see who accessed your Security Passport and when it was accessed



Communicate

Potential customers receiving the Security Passport can ask you for more information directly from the portal



Update

As a living document, you can update the passport at any time to reflect security posture changes or to answer new customer requests

What is Included in the Security Passport?

We provide our suggested layout, but you can easily customize the Security Passport based on your preferences and select the sections you want to include. We will also prepopulate your passport with publicly available information to save time. Don't worry about missing information — we make sure the Security Passport demonstrates your security posture at its best, and if your customers require additional information, they can just ask for it directly from the portal.

Company Overview

Panorays automates third party security management. The platform enables companies to easily view, manage and engage on the security posture of their third-parties, vendors, suppliers, and business partners.

www.panorays.com

Privacy & Compliance

GDPR, CCPA, NYDFS, TRUSTe

Certifications & Attestations

ISO 27001, PCI, CSA STAR, CIS

Penetration Test

Panorays implements testing for security vulnerabilities on a regular basis both in-house and by independent security assessment service providers. Penetration tests are performed on an annual basis by a third party.

[Pen Test 2020.pdf](#), [Panorays Pen Test Summary.pdf](#)

Security Questionnaire

In-depth information about our company and more topics such as web applications, privacy policies, IT infrastructure, access control and more.

[Panorays SIG 2020.xlsx](#)

Security Team 1/2

Demi Ben-Ari
DBA | DPQ | [in](#)

Software engineer, Entrepreneur and an International Tech Speaker. Over 10 years of experience in building various systems both from the field of near real-time applications and Big Data distributed systems.

Privacy Policy

Our company policy regarding what information we collect, why we collect it, and how our users can update, manage and delete their data.

[Panorays Privacy Policy](#)

Provide your evaluators with general information about your company

Present to your evaluators all the standards and regulations you support in a single place, and add a link or attachment if required

Add penetration testing results demonstrating your company's strong security posture

Include the results of selected security questionnaires, eliminating the need to answer any additional questionnaires

Include your company's privacy policy to prove compliance with different privacy regulations

Add bios of your security team to build trust between your company and your evaluators



Add supporting files and links, based on specific customer requirements or internal policies

Key Capabilities of Panorays' Security Passport

01

Customization

Build multiple passports based on different business needs, such as pre- or post-NDA passports, a passport for every product and passports by target industry.

02

Prepopulated Passport

Panorays saves you time in preparing the passport by automatically adding publicly available information.

03

Salesforce Integration

Your sales team can share Security Passports directly from Salesforce by simply clicking a button and selecting a contact to receive the passport.

04

Tracking

View exactly who accessed the passport you shared, and revoke access if needed.

05

Communication

Your evaluators can request additional information directly from the passport, eliminating the traditional back-and-forth sharing of security data.

06

Free Access

Any evaluator you shared with the passport can view it for free — no need to open a Panorays account.

About Panorays

Panorays is a rapidly growing provider of third-party security risk management software, offered as a SaaS-based platform. The company serves enterprise and mid-market customers primarily in North America, the UK and the EU, and has been adopted by leading banking, insurance, financial services and healthcare organizations, among others. Headquartered in New York and Israel, with offices around the world, Panorays is funded by numerous international investors, including Aleph VC, Oak HC/FT, Imperva Co-Founder Amichai Shulman and former CEO of Palo Alto Networks Lane Bess. Visit us at www.panorays.com.

Want to demonstrate your security readiness to your prospects and customers?

Contact us to learn how.