



Viridis Empowers Startup to Achieve Swift SOC 2 Certification While Driving Enterprise Growth

EXECUTIVE SUMMARY:

A cutting-edge startup specializing in end-to-end encryption management partnered with Viridis Security to assess their operational status and navigate the intricate path to a SOC 2 certification. Leveraging Viridis' expertise, the startup not only attained the coveted SOC 2 Type II certification but also positioned themselves to quickly secure and retain enterprise client relationships.

CUSTOMER

Cybersecurity start-up

INDUSTRY

Computer Network & Security

LOCATION

San Francisco, CA

SOLUTION

Viridis' vCISO & Continuous Compliance Monitoring

Linda's attention to detail along with her ability to wrangle engineering staff made our SOC 2 the least painful I have done yet.

- Director, DevOps

INTRODUCTION

Having achieved Series A funding and buoyed by an expanding sales pipeline targeting enterprise clients, the startup acknowledged the urgency of obtaining a SOC 2 certification when their largest client mandated it.



ACCELERATE SOC 2 CERTIFICATION WITHOUT COMPROMISING QUALITY

Prospective enterprise clients demanded rigorous vendor assurance, with SOC 2 certifications emerging as the gold standard. The absence of this certification obligated the startup to undertake exhaustive security questionnaires--stalling both sales and engineering functions. They had previously invested in a Continuous Compliance Monitoring (CCM) system but lacked the manpower to harness its full potential. With a mere six months to certification, and limited resources, Viridis' vCISO expertise was enlisted.



VIRIDIS' VCISO & PAVES THE WAY

Viridis, acting as a virtual Chief Information Security Officer (vCISO), swiftly identified and addressed key components necessary for certification beyond what was automatically gathered by continuous compliance monitoring tool:

- Implemented cutting-edge code testing protocols, such as DAST, SCA, and open-source dependency checks within the SDLC
- Facilitated partnership with a premier penetration testing firm
- Rolled out a robust vendor management program
- Realigned company policy to echo the brand's risk appetite
- Established, documented, and tested comprehensive incident response procedures
- Organized resilience and incident response tabletop exercises
- Served as the primary liaison for auditor interactions
- Introduced an employee handbook with a structured review process



Despite these strides, two control decisions posed significant challenges:

IAM Solution: The full integration of OKTA seemed superfluous for a team of 27. Viridis devised an innovative internal access request tool synchronized with their ticketing system: ensuring compliance and postponing a hefty IAM tool investment.

MDM Solution: The right fit for their primarily Mac and Linux OS environment wasn't immediately clear. Viridis championed Kolide for its cost-efficiency, unobtrusive control, and commitment to privacy. Concurrently, an attestation system was developed to ensure mobile device compliance.

A START-UP'S SOC 2 SUCCESS STORY

In just about six months, the startup celebrated a flawless SOC 2 Type II certification. This milestone turbocharged their sales approach, instilling confidence in prospects about the startup's commitment to security. The rigorous certification process not only reinforced company-wide security practices but also presented a roadmap for future enhancements. With Viridis & continuous compliance monitoring, the startup is well-positioned for smooth certification renewals in the subsequent years, saving both time and resources. The leadership's unwavering commitment was the linchpin in this remarkable achievement!



Having software that managed the SOC 2 process that wasn't a soul sucking Excel spreadsheet was a breath of fresh air.

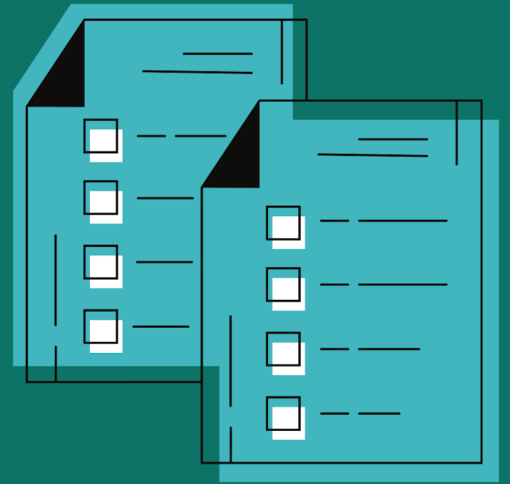
- Engineering Director





Motivated to elevate your security posture and achieve industry-vetted certifications?

Begin your journey with Viridis Security today!



CONTACT US BELOW!

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Thank you!