



Clyde

CASE STUDY

SecurityScorecard Helps Clyde Guarantee Strong Cybersecurity Program

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THE CHALLENGE



GENERAL INFO

COMPANY

Clyde

INDUSTRY

Technology

EMPLOYEES

100

HEADQUARTERS

New York, New York

PRODUCTS USED

Ratings

USE CASES

Enterprise Cyber Risk

Third-Party Risk

Executive-Level Reporting

WHY SECURITYSCORECARD

Enables Clyde to use its cybersecurity posture as a competitive advantage while ensuring the security capabilities of its vendors.

To help retailers improve the customer experience along with their bottom line, Clyde makes it simple to offer extended warranties and accident protection on any product sold to any customer.

Clyde's platform allows retailers to add warranties to their product mix, creating a new revenue stream that is shown to increase AOV by 14%. However, retailers will only work with Clyde if they trust that it is doing everything it can to protect end-customer information.

To do so, Clyde has to prove the robustness of its own security program, along with the security of any of its vendors that are connected to its platform. Because some of its vendors are relatively small, with no dedicated information security team, the security team at Clyde was concerned that its vendors might be missing vulnerabilities that left the company and its retailer user base exposed to attack.

THE SOLUTION

HIGHLIGHTS

Clyde uses SecurityScorecard to carefully track its own security score, along with the scores of all its vendors.

- Clyde monitors daily changes to its **SecurityScorecard score** to see the impact of patches, onboarding new vendors, and other activities.
- A dip in its score can help the security team quickly **identify the issue** so that it can take action before a bad actor has a chance to exploit the vulnerability.
- Clyde monitors the scorecards of its **third-party vendors** so that it can identify any vulnerabilities on their end that may leave Clyde or its clients exposed to risk.
- The company uses vendor scorecards to then **ensure the vendor remediates the specific risk**, improving the security posture of both companies.



Utilizes easy-to-understand ratings to monitor risk.



Allows the company to use its own score as a selling point to potential clients.



Enables the company to ensure its vendors share its high standards for security.

“It’s good to **understand your blind spots** so you can understand where you can improve. I want to know everything about our security posture – whether it’s good or bad.”

-Chad Brustin, Lead Security Engineer, Clyde

Clyde

THE RESULTS

Thanks to SecurityScorecard, Clyde is able to quickly identify, prioritize, and remediate cybersecurity vulnerabilities in its organization so that it can continue to provide retailers with confidence.

“SecurityScorecard allows me to play offense instead of defense by putting me in control of the sequence and timing of fixes.”

-Chad Brustin, Lead Security Engineer, Clyde

- **SecurityScorecard makes it easy to communicate its security posture using an A-F rating.** *“I’m able to show our score to my executive team and explain that this is how existing and potential clients see us. Retailers use this score as a way to determine whether they want to do business with us, so it’s in our interest to invest in cybersecurity as a way of helping with renewals or net-new contracts,” Brustin said.*

- **The sales team at Clyde uses the company’s SecurityScorecard score as a competitive differentiator.** *“We know by experience that potential clients are looking at our score, so we make sure to highlight our score as a way of standing apart from our competitors. It provides potential clients with a feeling of trust that we will handle their data in a safe manner.”*

THE RESULTS

- **Clyde uses vendor scorecards to verify vendor actions.** *“SecurityScorecard not only gives me a baseline, but I can then go back later to verify they did what they said they would do, without having to take their word for it.”*

- **The company reviews the scorecards of potential vendors to weed out those who don't take security seriously.** *“We want to work with companies who are going to be good partners. If their security program isn't in good shape, the foundation of our business relationship will crumble. If they get breached, it's our reputation and our customers that can be impacted.”*

- **The security team monitors changes to their score to quickly determine where to prioritize efforts.** *“SecurityScorecard helps me make sure that I'm doing the right things that have the most impact on our information security program. And as things change over time, it gives me the most current, accurate information about where I need to spend my focus and take action.”*

- **The company monitors the scorecards of its vendors so it can have fact-based conversations about how they can improve their security posture.** *“They don't have to take my word for it when I tell them there's an issue. They can take SecurityScorecard's word for it. It provides the evidence I need to get them to take my concerns seriously, along with the specific actions they will need to take to fix the vulnerability and give me confidence.”*

ABOUT SECURITYSCORECARD

Funded by world-class investors including Silver Lake Partners, Sequoia Capital, GV, Riverwood Capital, and others, SecurityScorecard is the global leader in cybersecurity ratings with more than 12 million companies continuously rated. Founded in 2013 by security and risk experts Dr. Aleksandr Yampolskiy and Sam Kassoumeh, SecurityScorecard's patented rating technology is used by over 25,000 organizations for enterprise risk management, third-party risk management, board reporting, due diligence, and cyber insurance underwriting. SecurityScorecard continues to make the world a safer place by transforming the way companies understand, improve and communicate cybersecurity risk to their boards, employees and vendors. Every organization has the universal right to their trusted and transparent Instant SecurityScorecard rating.



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