

CASE STUDY

Stoplight Achieves Hyper Growth Using Cyvatar's All-in-One CSaaS Model

Desired Outcomes

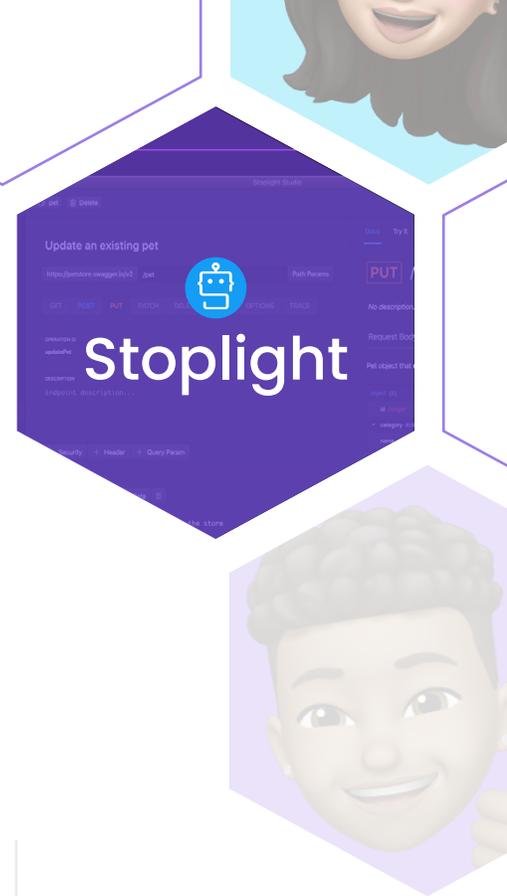
- ✓ Streamline security questionnaire process
- ✓ Speed sales cycles
- ✓ Implement scalable security solutions
- ✓ Meet & maintain compliance

Stoplight's Cybersecurity Challenges

As a leading provider of API development tools, Austin-based Stoplight has built a customer base across many industries, serving organizations like Deutsche Bank and Electronic Arts in addition to scores of small and medium-size businesses. And although it does not ingest any personally identifiable information (PII) into its own systems, Stoplight customers—especially large enterprises and financial services companies—increasingly require the completion of long, complex security and regulatory questionnaires to ensure all vendors adhere to the same standards.

“Security is one of the first, and often the last, topics of discussion in all of our sales conversations with large enterprises these days,” said Brandon Somers, CFO at Stoplight. **“The onus on tech startups to be able to demonstrate that they have their security ducks in a row is something that is really important today.”**

However, having to keep up with frequent security questionnaires strained Stoplight's business velocity, delaying time to market for new features and prolonging sales cycles. The company turned to investment partner Bill Wood Ventures to help them find virtual CISO (vCISO) capabilities that could help them complete questionnaires or actually complete them on Stoplight's behalf.



LOCATION

 Austin, TX

INDUSTRY

 Technology - API Development

SOLUTIONS

 vCISO

 Threat & Vulnerability Management (includes continuous pen testing and remediation)

 Secure Endpoint Management

 Cyvatar Platform Member

That's how Stoplight found Cyvatar.

Like many organizations, Stoplight was eager to enhance their security strategy to keep up with the ever-changing demands of the industry. It knew that without a trusted partner to determine what solutions were needed it could end up buying many more tools than it could use—or not enough to meet customer requirements.

Cyvatar's Custom Approach

Stoplight began working with Cyvatar in 2020 to build a fit-for-purpose security strategy using a phased approach that would allow them to grow and scale as they regained business velocity.

Cyvatar understood intimately the challenges that come from trying to build and manage a robust security program while trying to grow and scale a new business at the same time. Long experience with startups like Stoplight enabled Cyvatar to prove that cybersecurity confidence didn't have to be difficult or expensive; in fact, Cyvatar Co-Founder Craig Goodwin pioneered the role of chief trust officer for exactly that reason.

“Cybersecurity is first and foremost a business decision,” said Goodwin. **“We build scalable, bespoke security solutions that map to our members' corporate goals so they can see value from their investments starting on day one.”**

Stoplight Chief Financial Officer Brandon Somers agreed, **“Cyvatar recognized where we met—and where could improve—the most-requested compliance guidelines.”**

After an initial vCISO engagement, Cyvatar quickly became Stoplight's trusted partner for all things cybersecurity. Cyvatar developed detailed FAQs for the majority of Stoplight's current and prospective customers to speed the sales process. The Q&A documents enabled Stoplight to provide in-depth answers—and viable alternatives to specific requirements—to help customers evaluate them fairly without misrepresenting the team's skills and credentials.

Cyvatar grew the relationship to include services like regular pen-testing, continuous monitoring, and

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BRANDON SOMERS
CFO, Stoplight





ongoing threat and vulnerability scans across all Stoplight servers and other endpoints, enabling Stoplight to mature as an organization much faster than it could have done on its own or with a traditional managed services provider. Additionally, all new hires received fully secure hardware with ongoing software monitoring, patching, updates, and protection. Cyvatar's innovative cybersecurity-as-a-service approach transformed an otherwise complex and time-consuming process into a turnkey solution for Stoplight.

Business & Security Outcomes

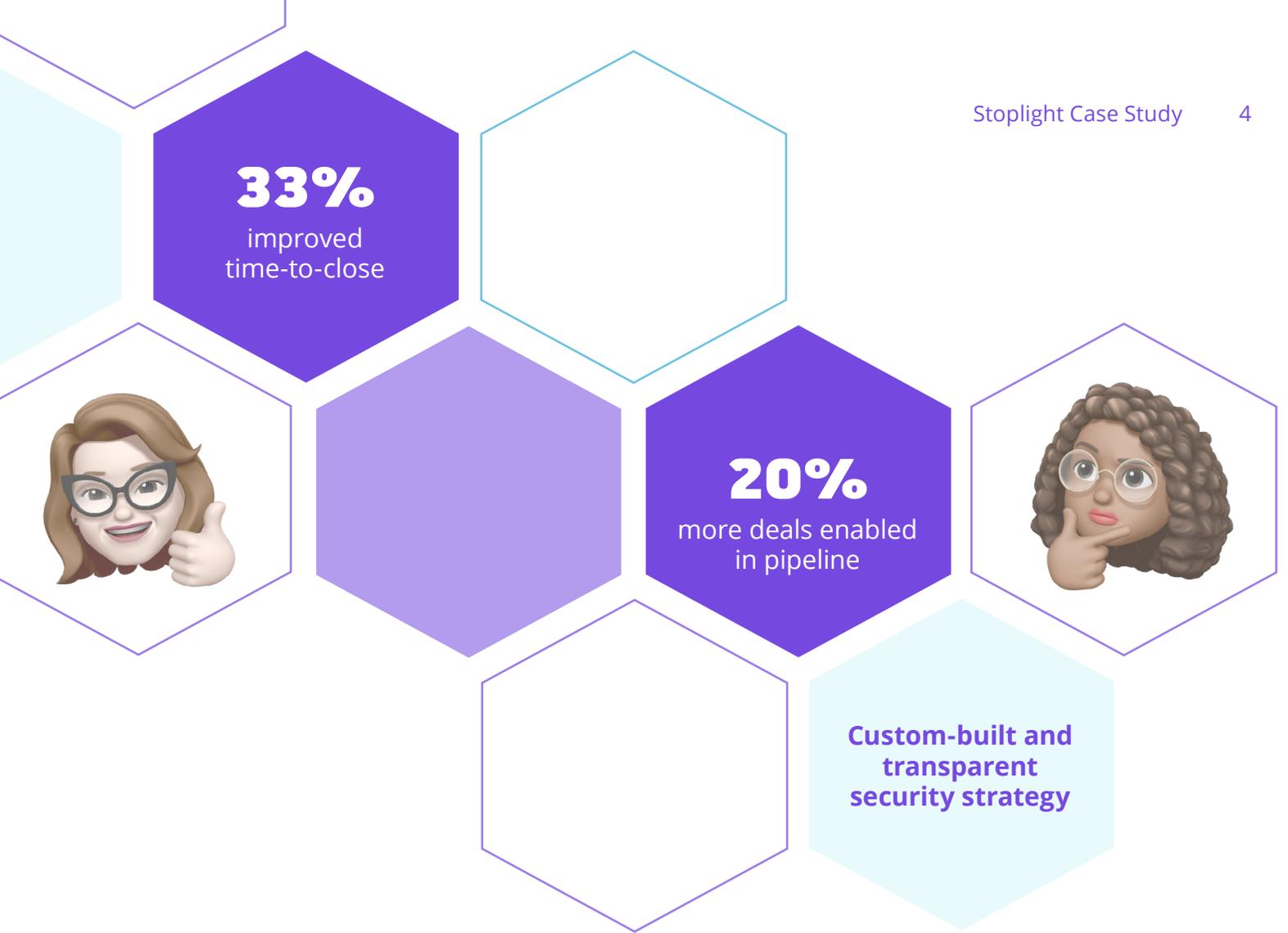
Cyvatar's membership-based subscription model gave CFO Brandon Somers outside results at a fixed monthly cost. Instead of the large investments and long-term contractual agreements required for the ownership of security tools, Cyvatar delivered proven processes and the people and technology to make security work for Stoplight. It's like Netflix for cybersecurity: A single transaction unlocked an entire security strategy that Stoplight can continue to customize based on its business and security goals.

“Having Cyvatar deliver the operational solutions we needed and build a robust security program has been game changing for us,” said Stoplight Chief Technology Officer Jason Harmon. **“I’ve built security functions with previous companies and I know how much time and money it normally takes; with Cyvatar I can focus on delighting our customers.”**

“ Having Cyvatar not only clearly articulated our roadmap but also delivered the operational solutions we needed to close gaps and build a robust security program. It has been game changing for us. I’ve built security functions in previous businesses and I know how much time and money it normally takes; with Cyvatar I can focus on delighting our customers.

JASON HARMON
CTO, Stoplight





About Cyvatar

Cyvatar is the industry’s first membership-based, cybersecurity-as-a-service (CSaaS) company, empowering members to achieve successful outcomes by providing expert advisors, proven technologies, and a strategic process roadmap to guarantee results that map to their business drivers. Our approach is rooted in proprietary ICARM (installation, configuration, assessment, remediation, maintenance) methodology for better, faster security compliance and cyber-attack protection at a fixed monthly price. And because we’re a subscription, members can cancel anytime. Cyvatar is headquartered in Irvine, California, with locations around the world.

If you’re looking to supercharge your startup’s sales engine, become a Cyvatar member today and enjoy 30 days free.

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