Solution Overview

EXOSTAR®

Partner Information Manager

Risk Management that Spans the Organization and its Multi-Tier Supply Chain

Acquiring insight demands an integrated approach, working collaboratively with partners to collect information, evaluate it, assess it for risk, and ultimately work together to improve.

Disruptive technologies like cloud, mobile, and social are changing the ways in which organizations collaborate and partner to conduct business. Ease of collaboration empowers organizations to seek and engage partners globally that can drive revenue and reduce cost. As a result, organizations are building multi-tiered value chains of hundreds or even thousands of partners, including subcontractors, suppliers, resellers, and others, to support critical business engagements.

A Healthy Partner is a Strong Partner

A strong partner network has significant upside, but also comes with challenges. On the positive side, each participant can focus on what it does best, which speeds time-to-market and minimizes capital and operating expenditures. On the downside, as the number, type, and geographic distribution of partners rises, so does risk. The health, performance, compliance, and security of every partner directly affects the stakeholders throughout the organization, the organization's overall business reputation, and shareholder value.

In its most recent edition of Special Publication 800-171, "Protecting Controlled Unclassified Information in Nonfederal Information Systems and Organizations," the National Institute of Standards and Technology (NIST) has strengthened language to position its cybersecurity controls as prescriptive rather than voluntary.

The Office of Management and Budget (OMB) and Department of Defense (DoD) are reinforcing the message by incorporating these controls into Federal Acquisition Regulation (FAR) and Defense FAR (DFAR) policies, making them a contractual requirement for organizations wishing to do business with the Federal Government. The DFAR even accounts for Covered Defense Information (CDI), stating that prime contractors are responsible for ensuring all of their suppliers meet CDI requirements for information protection against cyber threats.

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PIM resides in Exostar's highly-secure and trusted environment used by nearly 125,000 organizations worldwide. Information sharing across partners is streamlined, eliminating redundancy and increasing collaboration speed and agility.

These contracting mandates are here to stay and will only grow more extensive over time. Companies need a solution that not only supports ongoing compliance, but also helps protect the intellectual property that they and their partners simply cannot afford to fall into the wrong hands.

To optimize reputation, quality, cost, and innovation, partner networks require resilient, agile, and high-performing relationships. To confirm the strength of a partner, an organization needs deep and timely insight into its past, present, and future capabilities. Acquiring this insight demands an integrated approach, working collaboratively with a partner to acquire information, evaluate and assess it for risk in real-time and over time, and ultimately work together to improve. Doing all of this in a highly-dynamic, secure environment that incorporates real-world events and specialized risk expertise presents a major strategic challenge.

Introducing PIM

Exostar created Partner Information Manager (PIM) to enable organizations to successfully overcome the challenge of managing and securing a complex partner network. PIM is a self-service application that leverages information from trusted sources to create a more holistic picture of a partner's/supplier's current and potential risk and impact to an organization.

The heart of the PIM platform is a powerful engine that propels ongoing information gathering, analysis, and display features including:

- Pre-built questionnaires
- Integration to leading data providers
- Email and portal templates
- Workflow and approval processes
- Role-based dashboards

PIM IT Security

PIM was developed from the onset with security in mind. This solution has been architected in a 3-tier defense, in-depth (i.e., multi-layered) architecture. The system is isolated on its own virtual Local Area Network (VLAN); communications in and out of that environment are brokered by a Next-Generation Firewall (NGFW), and isolated to port 443. The environment is also protected against various formats of Distributed Denial of Service (DDOS) attacks to help minimize system disruptions while maximizing our systems availability.

In addition, PIM is administered by a limited set of individuals who access the system through a bastion host requiring 2FA authentication. The system is scanned for application and infrastructure vulnerabilities, and issues are remediated to ensure that the system is properly hardened. The data within the application is encrypted at-rest and in-transmission between the application and end user. PIM also requires 2FA authentication for all users to gain access and users are given rights in a least privilege model.

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PIM Modules

Partner vulnerabilities, and thus organizational risk, can arise from a variety of sources. PIM incorporates purpose-built modules:

- **Cybersecurity** – A supplier's/ partner's cybersecurity breach can become a major problem if undetected or unaccounted for. Developed in conjunction with leading Aerospace & Defense companies, this module serves as the standard of measurement to score, mitigate, and continuously improve cybersecurity risk throughout the partner network.
- **Sustainability** – Green, environmentally-friendly materials and best practices have become more than a nice-to-have. This module helps organizations automate and streamline initiatives to ensure that their partner networks meet environmental standards.
- **Compliance** – From conflict minerals to IRS withholding and beyond, a partner's failure to follow the rules can have devastating impacts on an organization. PIM protects organizations with a solution focused on compliance initiatives for all partners, including capturing and maintaining the relevant forms and certifications that provide the additional insight needed for a comprehensive evaluation. DoD's DFARS interim rule requiring implementation of the security requirements specified by the NIST Special Publication 800-171 ("Protecting Controlled Unclassified Information in Nonfederal Information Systems and Organizations") will lead many organizations to seek a solution that helps them know what type of cyber incidents must be reported, and what defense information now must be protected by DoD contractors and subcontractors. PIM provides that solution.
- **Finance/Tax** – Partners must be viable if they are to fulfill their commitments. This module helps organizations confirm the health of their partners by obtaining and analyzing financial status information from objective independent sources, such as Dun and Bradstreet and LexisNexis.

Collectively, the PIM platform's features and modules let organizations conduct business with qualified third-parties in a secure manner – improving workflow, saving time, and protecting brand value.

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What Makes PIM Different

PIM resides within Exostar's identity and access management (IAM) cloud platform, making it the most secure solution on the market. This relationship with our IAM platform delivers a set of unique benefits:

- Access to PIM is controlled through the IAM platform. Organizations can use two-factor authentication options to validate user identities for stronger security.
- Role-based permissions offer finer-grained access control to PIM modules, as well as organization and partner information.
- Leading members of our community have agreed on standard questionnaires, templates, and workflows tailored to the specific needs of Aerospace & Defense organizations, thus removing redundancies in the industry.
- Information can be shared across the community through a use once, benefit multiple times model. The size of the community means that many of an organization's partners already may be members. Partners working with multiple organizations need only complete a questionnaire once, for example – easing the administrative burden, eliminating redundancy and inconsistency, facilitating onboarding, and creating a single source of truth – all speeding PIM's time-to-value.

Additional Benefits

PIM's features and modules offer other advantages for organizations and their partners, including:

- Scalability to support large partner networks economically, without sacrificing performance
- Improved partner relations and engagement
- Reduced administrative burden on personnel Increased information security with standard security benchmark
- Improved response times and decreased costs for cybersecurity audits
- Development, sharing, and self-service management of cybersecurity audit scores
- Diagnostics and a ratings system to help measure the effectiveness of a partner's security controls, identify vulnerabilities, and develop an action plan
- Customized internal risk standards, where risk assessment and scoring reflects the unique and evolving circumstances of each partner relationship, such as level of interaction, reliance/contingency planning, economic/political strife, or program/product priority
- Central, secure, and continuous vulnerability information management with real-time dashboard updates
- Versioning and notification maintenance
- Support for partner campaigns
- In-house, full-service call center
- Extensibility to other Exostar solutions

Connect once. Collect once. Certify once.

Contact Exostar Today
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About Exostar

Exostar's cloud-based solutions help companies in highly-regulated industries mitigate risk and solve identity and access challenges. Nearly 125,000 organizations leverage Exostar to help them collaborate securely, efficiently, and compliantly with their partners and suppliers. By offering connect-once, single sign-on access, Exostar strengthens security, reduces expenditures, and raises productivity so customers can better meet contractual, regulatory, and time-to-market objectives.

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