

# Expanses Link

Don't Rate Your Suppliers – Secure Them

## Cloud Visibility is Critical

Many organizations today rely on increasingly complex supply chains to deliver goods and services. Unfortunately, bad actors have learned that suppliers make ripe targets for attacks. An attack on a supplier can cause business disruption, compromise sensitive data held by the supplier, or result in a breach of the parent organization's network. Most existing security solutions only provide point-in-time views or scores of a supplier's security posture and fail to drive meaningful operational outcomes in supply chain security. Expanses Link is a new class of enterprise-ready solutions designed to solve these challenges. With continuous visibility into a supplier's attack surface and a shared governance model, you can eliminate false-positive fire drills generated by inaccurate and out-of-date risk scores and non-actionable data. Expanses Link gives you the power to drive operational outcomes, improve security across your supply chain, and eliminate risks that no one else can find – anywhere in the world.

## How Expanses Link Works

Expanses Link uses proprietary mapping technology to discover Internet Assets belonging to your suppliers. The Internet Assets Expanses Link can find include IP addresses, domains, and certificates on-premise and in the cloud – when assets that aren't intended to be public-facing are exposed, they can present significant risks both to the supplier and your organization. Additionally, by analyzing traffic flow to and from your suppliers' networks, Expanses Link continuously identifies risks and policy violations that can lead to breaches in your supply chain.

### Expanses Link Benefits

**Maintain** visibility into suppliers' Internet Assets and potential exposures on those assets

**Identify and prioritize** Internet Assets in need of remediation

**Monitor** suppliers' Internet Assets for risky or out-of-policy communications

**Implement** policies that are tailored to individual suppliers and their use cases

**Share** ownership for driving operational changes and improving security outcomes

**Hold** suppliers accountable for security lapses

## Expanse Link is Different

Organizations have tried a few different strategies for securing suppliers, but none have worked out well. Some organizations have taken a compliance-based approach by using surveys and checklists to approve supplier and partner networks. However, many surveys are self-attestations, aren't backed up by data, are imprecise and ambiguous about safeguards, and are only point-in-time assessments. Their value is extremely limited. Third-party risk scorers are also sometimes used for supplier risk management, but the data is not current, complete, or accurate. Slow data refreshes mean that precious personnel hours are spent investigating assets that have already been remediated. False positives waste everyone's time on chasing down irrelevant items. Assets in the cloud and non-web protocol exposures are often totally missed. Expanse Link, on the other hand, empowers organizations to finally take control of supply chain security. By offering ongoing visibility into the Internet Assets associated with strategic suppliers, Expanse Link provides actionable insights and a shared governance model between parent and supplier organizations. This empowers organizations to work with suppliers to improve their collective security and reduce their exposure to risk.

## Don't Wait to Secure Your Supply Chain

Once, the Internet was seen as a playground where innovators could explore and share information safely and without limits. But today, most attacks start via external vectors, making Internet Assets and services a constant source of cyber risk. Expanse Link solves this challenge by providing leading organizations with a system of record for all their Internet Assets and those of their strategic suppliers.

Organizations should ask themselves the question: Why wait to take action on supply chain security? In today's environment, you are only as secure as your least-secure supplier. Don't wait until a strategic supplier is compromised to tackle supply chain security: talk to us about Expanse Link today.

**"We recognize that state-sponsored and other attackers are aggressively targeting suppliers at all tiers of the defense industrial business supply chain in an effort to steal or alter intellectual property and DOD information residing on company networks. We have identified Expanse Link as part of a holistic solution for this critical need."**

Mike Gordon, CISO, Lockheed Martin

