Whistic + RFPIO Integration

Streamline the security questionnaire response process by integrating RFPIO with Whistic.

RFPIO

Introduction

As we move deeper into the digital age, organizations are placing increasing value on cybersecurity, especially as high-profile data breaches continue to make headline news. For B2B buyers, third-party vendors represent the highest security risk. 63% of all data breaches can be attributed to a third party, according to a **2016 study** conducted by Soha Systems (acquired by Akamai).

As a result, B2B vendors must meet increasingly stringent compliance requirements before winning new business. In practice, this means InfoSec and PreSales teams are responding to more and more security questionnaires—such as SIG, CAIQ, and VSAs—on top of their other responsibilities.

The integration between Whistic and RFPIO simplifies this process. When vendors receive a security questionnaire in Whistic, they can seamlessly create a new project in RFPIO and leverage RFPIO's AI-enabled Answer Library to automatically respond to common questions. After implementing RFPIO, InfoSec teams can reduce time spent responding to security questionnaires by **an average of 40%**.

Key Challenges

- InfoSec and PreSales teams are spending an increasing amount of time responding to security questionnaires

- Tracking down answers is time-consuming, especially when previous responses are spread out across spreadsheets, emails, and other documents

- For organizations using RFPIO, responding to questionnaires issued via Whistic requires exporting and importing between platforms

Key Benefits:

- Seamlessly create new RFPIO projects from the questionnaire response dashboard in Whistic

- Leverage pre-vetted and approved responses stored in the RFPIO Answer Library to quickly complete security questionnaires (e.g. VSAs, CAIQ, SIG, and more)

- Automatically respond to common questions with RFPIO's AI-enabled Recommendation Engine

Solution Components:

- Create RFPIO projects from inside a questionnaire in Whistic

- Quickly respond to complex questionnaires using RFPIO's AI-enabled Recommendation Engine, Auto Respond, and Answer Library

- Seamlessly push finished responses back to Whistic, and send the completed questionnaire to the customer

Solution Overview

The RFPIO integration with Whistic makes it easy for users to create an RFPIO Project directly from a questionnaire, leverage existing answers from their RFPIO Answer Library, and push those answers back to Whistic to send the completed questionnaire to a customer.

	Without the Integration	**With the Integration**
Current RFPIO users	Questionnaires issued via Whistic are exported out of Whistic and imported into RFPIO	Users can seamlessly create new RFPIO projects directly from any Whistic questionnaire
	After questionnaires have been completed in RFPIO, they are exported out of RFPIO, imported into Whistic, and sent to the customer	Users can push completed questionnaires back to Whistic in one click
Non-RFPIO users	Whistic users respond to questionnaires using answers spread across spreadsheets, emails, and other documents	Users automatically respond to common questions using RFPIO's AI-enabled Auto Respond and Recommendation Engine features
	InfoSec and PreSales teams spend hours tracking down answers to repeated questions	Teams responding to security questionnaires with RFPIO reduce response time by an average of 40%

We'd like to help you automate your response process

Ready to respond to security questionnaires quickly and efficiently? **Schedule a demo** to see how the RFPIO + Whistic integration works.