# Sales Battlecard

## ELEVATOR PITCH

Grip gives customers for SaaS visibility, risk priorities, and access control—past, present, and future.

## OFFERING DESCRIPTION

Grip's SaaS Security Control Plane (SSCP) is an identity-based architectural element for discovering SaaS services and user-SaaS relationships, identifying risky access and malicious or abandoned SaaS services, credential exposures and accumulated risk throughout the enterprise SaaS layer.

Grip SSCP is characterized by its three distinct capabilities: 1) SaaS discovery, 2) SaaS risk indexing, and 3) SaaS security orchestration and enforcement. Each of these capabilities align with top SaaS concerns from security leaders: visibility, risk, and access control.

## BUYER ROLES

CISO. Many CISOs and IT security leaders share a set of common concerns and personal objectives for their own success, including:

Secure Cloud Expansion
Scale Visibility and Scope
Enable Business Success
Implement Elite Programs and Practices
Practical Innovation: Intelligence & Automation

Security Architect. Many security architects deal with common issues of constraints, budgets, competing internal strategies, and relevant threats to the organization's security strategy., including:

Secure by design, interoperability and change detection

Enable secure and safe access to information resources
Scale security across space (global) and time (future prepared)
Maximize heritage systems while supplanting with innovation
Safeguard business-led IT strategy

# BUSINESS CASE STUDIES

Why a leading Fintech chose Grip - Case Study

# BUSINESS DRIVERS

## CISO's top cloud security concerns—visibility, risk, and access control

Protect identities and credentials for SaaS services
Mitigate identity and credential-based attacks like phishing, vishing, and smishing
Enable business-led IT and modern work by safely adopt SaaS

# CONVERSATION STARTERS

Cloud security is SaaS security. Cloud security is the center of attention for many organizations. And most programs place a special emphasis on defending infrastructure-as-a-service (IaaS) and, often, overlook software-as-a-service (SaaS) when developing durable, sustainable cloud defense.

SaaS commands the digital enterprise. SaaS security is not only consistent with overall cloud security, it is entailed by it—because SaaS is leveraged to access and control everything else, including production and security SaaS, IaaS systems, repositories, and business-led SaaS.

Inherent SaaS risks—access and impact. How do you know which users have access to which SaaS services? What do all those SaaS services do? How is the SaaS accessed? What could a threat actor do with unauthorized access to SaaS?

# COMPETITION

SSPM. Primarily around the risk management aspects of SaaS services. Unlike SSPM, Grip is focused on the primarily SaaS threat—access. SSPM will examine and identify configuration risks or toxic combinations within a specific SaaS, but it does not address the entire enterprise SaaS

layer or access protection for it. Grip starts with identities and access to the global SaaS service layer and determines risk based on facet functions of SaaS, not just the handful of apps SSPM can support.

CASB. Primarily around policy control, access permissions, justification, and audit. Unlike CASB, Grip is identity-based and not depended on proxies, agents, or APIs. Grip discovers identities connecting to SaaS, graphs and prioritizes risks based on accessibility and impact, including 10+years of history while a CASB is waiting for an event before it even can suspect SaaS relationships with users.

IAM/SSO. Primarily around provisioning, deprovisioning. Unlike IAM/SSO, Grip does not depend on SAML or OIDC or OAuth mechanisms to drive one-click secure login for users. Also, IAM/SSO solutions only work with enrolled SaaS apps in the IdP, Grip proactively discovers those user-SaaS relationships and drives policy enforcement to all SaaS without enrollment in IdP or disrupting the user.

# VALUE PROPOSITION / SOLUTION BENEFITS

Many trends have led to an unprecedented reliance on SaaS that, paired with targeted attacks against identities and credentials, punctuates the serious threats to unguarded SaaS services.

Time and again, CISOs express the same concerns: visibility, risk, and access control.

Challenge: Visibility. Simply knowing which SaaS services in-use and how SaaS is being accessed can seem out of reach for most security leaders.
Solution: Discovery. With a 15-minute deployment, Grip SSCP discovers SaaS use, misuse, and abuse throughout the enterprise SaaS layer—business-led and IT-delivered SaaS services and apps—uncovering use history, authentication methods, weak credentials, duplicate passwords, and rogue or abandoned SaaS services.

Challenge: Relevant SaaS Risk. Identify risk from years of overly permissive SaaS control, dangling access, duplicate and weak passwords, OAuth grants, and missing controls like SSO.
Solution: SaaS Risk Indexing. Prioritize SaaS exposures and accumulated SaaS risk from the first user-SaaS interaction to the present day. Mitigate distributed SaaS exploits with SaaS risk indexing based on accessibility and impact

Challenge: Access Control. Access to the SaaS layer remains the greatest threat—because once an adversary gains access to SaaS, the threat actor is at the controls of the digital enterprise.

Solution: Universal Secure Access and Offboarding. Easy, one-click secure access for all users in all SaaS along with automated revocation (offboarding) tuned to SaaS types, functions, risk index, users, groups or tenants.

# DIFFERENTIATORS

Zero-touch discovery. Capture, graph, and identify user-SaaS relationships and risky access within the enterprise SaaS layer.

Relevant, actionable SaaS risk. Prioritize and mitigate exposures and compliance failures with SaaS insights relevant to you.

Secure access and offboarding. Universalize strong authentication, easy login, and adaptive controls for SaaS—including automated offboarding in just a few clicks.

# PROOF POINTS/CLIENT RESULTS

Grip's mission is to empower every customer to safeguard the SaaS service layer—customers and clouds, employees and websites, partners and portals, users and apps—anyone and anything.

Grip's three co-founders are steeped in security and cyber intelligence and have been included in Forbes's 30 under 30 list.

Grip created the world's first SaaS Security Control Plane (SSCP), an award-winning innovation in cloud security.

Frost & Sullivan
Cloud Security Innovation, 2022

CISO Choice
Cloud Security Solution, 2022

Cyber Defense Magazine
Cybersecurity Black Unicorn, 2022