

Continuous Compliance Achieved



Disco's culture platform recognizes and celebrates remote employees with the goal of increasing the value of employee interactions and improving company culture.

Disco measures culture to create happier employees and a better workplace → because happier employees do better work!

OVERVIEW

Correctly completing time-sensitive security questionnaires is tedious and can interfere with day-to-day business operations. Disco was focused on building its best culture platform, developing their features-set, and closing sales. Their CTO implemented best practices, but more was needed in order to attain higher levels of cyber security to meet compliance standards and satisfy new customer requirements.

New opportunities from large accounts (Fortune 500, Fortune 1000 companies) required Disco to have quarterly penetration tests and proof that their security posture was improving over time, as well as having a well documented library of information security policies.

Securily quickly implemented a comprehensive cyber security program, and Disco is now well underway to prepare for SOC 2 and ISO 27001 compliance assessments. This allows Disco to focus on their operations, reduce overhead, and accelerate their sales.

SOLUTION

Disco partnered with Securily because of their expertise, comprehensive security program and all-hands-on-deck support offering. Since 2019, Disco has trusted Securily to analyze and plan remediations on all their infrastructure and applications, empowering them to secure deals faster.

This was essential when Disco was handed back to back questionnaires by five prospective customers in Q4 of 2020. Justin, Co-Founder at Disco, was able to throw the questionnaires over-the-fence and get them answered **within 72 hours**. Securily's understanding of the complex nature of questionnaires allows clients to take a hands-off approach. As part of Securily's strategy, the team crafts a comprehensive library of security policies that are used as effective tools for security questionnaires.

Disco is now confident that their customer data is being protected to the greatest extent. Data privacy and security capabilities are set to prevent unauthorized disclosure of confidential information, stored PII is limited and data is encrypted at rest within AWS.

Securily runs both automated and manual processes that catch vulnerabilities, going to extensive lengths to ensure accuracy in identifying, reproducing, remediating, and preventing security concerns. Our secret sauce is the Lightning Compliance System™ which is powered by our PenTestVPC™ - a powerful network of best-in-class security tools that scan and attempt to exploit every possible vulnerability in your system.

Securily's goal is to enable Disco to focus on their business while we handle their year-round security program.

With Disco, Securily has implemented:

- Quarterly Penetration Tests
- Vulnerabilities Scans
- Direct handling of Security Questionnaires and Assessments
- An Annual Security Roadmap addressing their infrastructure and security posture to reduce security overhead
- A custom Compliance Policies Library which includes:
 - Action Response Plan
 - Incident Response Plan
 - Information Security Policy
 - Service Level and Continuity Plan
 - Corporate Social Responsibility Plan
 - Vulnerability Management Program
 - Data Encryption Standard
 - Data Processing Addendum
 - And more...

RESULTS

Questionnaires:

Securily's team completed questionnaires **within 72 hours** of receipt compared to the several days or weeks it could have taken Disco's internal team. By having the Securily team as a resource to complete questionnaires, Disco's team was able to continue their day-to-day operations and further their product development without interruptions or delays.

CLOSED DEALS 4X FASTER

A comprehensive security program + this relationship with Securily allows Disco to focus on their product, nurture relationships and close deals with various Fortune 500 & 1000 software, data, entertainment, and E-commerce companies with revenue of \$500+ million.

VULNERABILITIES SCANS & PENETRATION TESTS

Securily's team understands Disco's platform and their intricacies so that a no-touch approach is implemented. With full knowledge of Disco's cyber infrastructure, Securily simplifies data security for them, preemptively addressing any issues or concerns prospective customers may have.

IDENTIFY, REPRODUCE, REMEDIATE, PREVENT

Securily offers brief summary reports with its methodology and additionally issues reports with the full scope of vulnerabilities, prioritizing the highest vulnerabilities the client faces. Preventative and remediation plans are crafted to uphold information security and ensure compliance. During Disco's first year at Securily their **security vulnerabilities were reduced by 60%**.

LEVERAGE EXPERTISE

Disco worked with Securily's engineering team to implement security, designing new features as they were being architected. The opposite of remediating, this provides a huge advantage to Disco's engineering team as there will be no need to rework or retrofit security into the newly engineered feature-set. Additionally the insight of the Engineering team helped reduce research time to implement the much needed security standards.

REDUCE OVERHEAD

Disco focuses on their innovative culture platform while Securily handles their security entirely in the background. This creates increased opportunity for closing deals and Disco achieves compliance with no downtime or disruption to their operations.

A primary concern for companies engaging with security firms is how distracting and time consuming the engagement becomes, to the point that they just want to drop-off.

By enlisting Securily, Disco has been able to reduce their overhead, saving time & money and allowing them to focus on their business and software development. Productivity is now undisturbed. With Securily's hands-on approach, Disco's development team, senior engineers, and CTO save extensive hours researching how to respond to hundreds of security questions and figuring out what to implement to be compliant.

DATA SECURITY ACHIEVED



The guys at Securily are lifesavers. I knew we were hindering our development team with questionnaires left and right. When Securily came onboard, they helped crank out these questionnaires and were security and DevSecOps legends 🙌.

Their support has been incredible through it all, and with an overwhelming amount of security questions coming at us, I just want to reiterate how grateful I am for these guys.

Also, major kudos for leading the pentest review with one of our top enterprise clients! You guys are awesome to work with.

- **Justin Vandehey**, Cofounder, Disco



We enjoyed working with Securily's engineering team to craft our data processing schema engine for our APIs as well as securing authentication on AWS Lambda. Their engineers provided us with security insight that would have otherwise required countless hours of research.

- **Joseph Estrada**, CTO & Cofounder, Disco