

BLACK KITE ASSESS

Replace Spreadsheet Security Questionnaires with AI-powered Cyber Assessments

Vendor questionnaire management has remained largely unchanged for decades. It's slow, manual, resource-intensive, and heavily reliant on vendors to self-report critical security data.

The process typically begins with a spreadsheet - often 100+ questions - sent broadly to vendors regardless of their current security posture. Then comes the waiting - often weeks, with countless email follow-ups in between. When responses finally arrive, security teams are left to manually review them and attempt to validate the reported controls.

This approach is not only extremely cumbersome; worse, it does not provide an accurate view of risk.

Questionnaires have always been a means to an end - a way to collect data and understand the state of a vendor's security controls. There's a better way.

A New Approach: Intelligence First. Questions Last.

Black Kite is redefining third-party cyber risk assessments by replacing traditional security questionnaires with an intelligence-first, questions-last approach to deliver faster, more accurate, and scalable vendor risk evaluation.

Black Kite Assess: Three Pillars



Trusted Intelligence

Powered by Continuous Monitoring

Leverage always-on intelligence to baseline cyber health upfront and validate vendor controls.



AI Speed & Scale

Built in, not bolted on

Completely automate document analysis, framework mapping, and gap identification.



Seamless Collaboration

Powered by The Bridge™

Engage vendors only when necessary in a single, shared workspace for faster resolution.

How it Works

1. INTELLIGENCE-LED RISK PROFILING

Black Kite begins every assessment with intelligence already in hand. Black Kite enables teams to gain always-on visibility into vendor risk, and to validate self-reported controls with an outside-in attacker's perspective of exposure points.

SOLUTION BRIEF

Key Benefits

FASTER ASSESSMENTS

Reduce assessment timelines from months to days

INCREASED CAPACITY

Complete significantly more assessments without growing your team

BETTER RISK VISIBILITY

Gain an accurate, always-on view of a vendor's security posture

FOCUS ONLY ON THE GAPS

Shift from chasing responses to mitigating real risk

Real-World Results

FORTUNE 100 RETAILER

- **76%** assessment process completely automated
- **3-4x** more assessments completed

FORTUNE 100 INSURER

- **<1 day** assessment effort (down from 7 days)
- **4,800** hours of work eliminated



2. AI-POWERED CONTROL MAPPING & GAP ANALYSIS

Black Kite uses AI to speed up the end-to-end assessment workflow. The platform automatically:

- Parses SOC 2 reports, ISO certifications, and policies
- Maps controls to 25+ compliance frameworks (NIST, ISO, GDPR, etc.) & auto-fills custom frameworks
- Identifies control gaps requiring vendor outreach

3. THE BRIDGE™ COLLABORATION

Black Kite Bridge™ delivers a single, shared workspace for customers and their vendors to enable faster, more efficient collaboration. The Bridge™ provides centralized assessment access while customers maintain full control. Vendors use The Bridge™ free of charge to:

- Upload documentation and evidence
- Respond to identified gaps
- Provide clarifications directly in-platform
- Track assessment progress in real time



"As a healthcare organization, speed and accuracy are critical when assessing third-party cyber risk. Black Kite's AI-powered Cyber Assessments enable us to quickly evaluate documentation, gain actionable insights, and view a comprehensive third-party risk profile - all within a single platform."

JENNIFER BLACKBURN, SR. CYBERSECURITY ANALYST @ THE UNIVERSITY OF KANSAS HEALTH SYSTEM