

risk3sixty

Renegade Review



PHALANX
EDITION

2022



PHALANX

Product Launch

Phalanx Product Launch

We've been working on some big things for our Phalanx GRC tool. From exciting new features, to a brand new website... the list goes on and on.

Ultimately, we've reinvented our approach to how we deliver our product to clients in an effort to deliver the best experience possible for our user base.

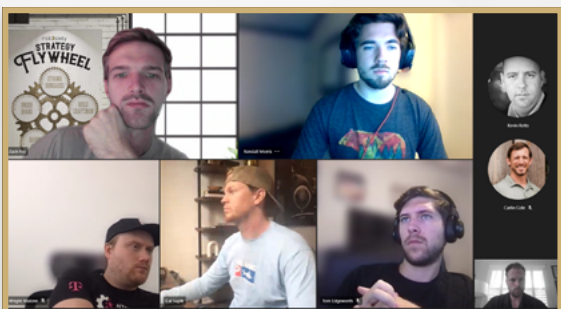


	Essentials	Start-Up	Scaling	Enterprise
	FREE	\$250/mo	\$1000/mo	Let's Talk
Number of Users	3 Users	10 Users	100 Users	Unlimited
Scope	1 Product	1 Product	3 Products	Unlimited
Policies	1 Policy Template 100 Acknowledgement Users No Custom Policies	Policy Sets 250 Acknowledgement Users Custom Policies	Unlimited	Unlimited
Guided Self-Assessment	1 Framework Annual Re-test	1 Framework Unlimited Re-tests	3 Frameworks Unlimited Re-tests Customizable Questionnaires	All Frameworks Unlimited Re-tests Customizable Questionnaires
Compliance Controls & Evidence Gathering	Not Included	1 Framework	3 Frameworks Custom Assessments	All Frameworks Custom Assessments
Project Management	1 Project (From Self-Assessment)	3 Projects	Unlimited	Unlimited
Risk Register	10 Total Risks per Register 2 Registers (Vendor & Security)	30 Total Risks per Register 3 Registers Data Download / Jira Sync	100 Total Risks per Register 5 Registers Data Download / Jira Sync	Unlimited Risks per Register Unlimited Registers Data Download / Jira Sync
Vendor Management	10 Vendors	25 Vendors	100 Vendors	Unlimited
Compliance Calendar	Included	Included	Included	Included
Vulnerability Management	Not Included	Not Included	1 Scan per Month	Unlimited
Compliance Automations	Not Included	Not Included	Included	Included & Custom
Inventories	Not Included	3 Inventories	Unlimited	Unlimited
Security Features (SSO, MFA)	Included	Included	Included	Included

Project Adrian

A tremendous amount of time and energy went into the successful launch of project Adrian during the first half of the year. We endeavored to disrupt a crowded marketplace by bringing a free version of our GRC platform, Phalanx, to market and ultimately succeeded.

As a result, we now have 140+ new customers to support as we help them grow and mature their security and compliance programs. Thank you to all involved!



Project Adrian Stats

4.5 Months

10 Sprints

2 New Modules (Self-Assessments, Project Management)

2 Refactored Modules (Vendor Management, Risk Management)

12,539 lines of code added

200 files changed

450+ assessment questions

575+ recommendations

200+ Signups on the First Day

55 appcue prompts added

77 minutes of instructional videos published

36 policy templates added to policies

61 compliance calendar template events published

70 cross-functional deliverables managed to Completion
Leading up to Go Live across 10 work packages

2 Website Re-designs

30+ web pages created

15 HubSpot workflow automation created

19 New HubSpot Reports

2 New HubSpot Forms Created

1 New HubSpot Pipeline Created

24 Number of Blog Posts Created

11 Marketing Content Pieces (videos/PDFS) Created For
Email Campaigns

4 Ad Campaigns

209 clicks on Ad campaigns since launch

29,166 Impressions On Ad Campaigns Since Launch

2 Email Campaigns Launched

2 Press releases Published

83 Picks ups of Press Releases in the first 12 hours of
distribution

9 Organic Social Media Posts from the company

6,844 Impressions On Adrian Related Social Posts So Far.

158 Interactions ON Adrian Related Social Posts So Far.



Build & Manage Your SOC 2 Program

Phalanx was built by SOC 2 auditors that have helped 100s of companies achieve compliance. We have built everything we know into Phalanx.

[Request Demo](#)

Easily Achieve Certification with This Process



Tools Built for SOC 2

Policies

You need to be SOC 2 compliant. Create, edit, publish, acknowledgements for documentation critical to the compliance program.



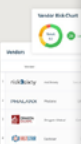
SOC 2 Risk Management Program

You can build a great risk management program that meets all SOC 2 requirements. Identify, track, and manage risks all in our platform.

[Learn More](#)

Vendor Risk Management Program

Ensure that you consider the risks of third parties. Phalanx build a great vendor risk management program to meet requirements.



Manage Between

SOC 2 auditors have the tasks to make everything you need.

[Learn More](#)



New Website Launch

We launched PhalanxGRC.com in Q2 alongside the rollout of the free version ("Essentials") of our product. Now, potential clients have the ability to learn all about Phalanx, it's capabilities, and how they can leverage it to grow their security and compliance program.

This clean, informative website dedicated to Phalanx allows potential clients to apply for the free version of Phalanx or to purchase a tier suited to their business's unique needs.

Why Phalanx GRC?

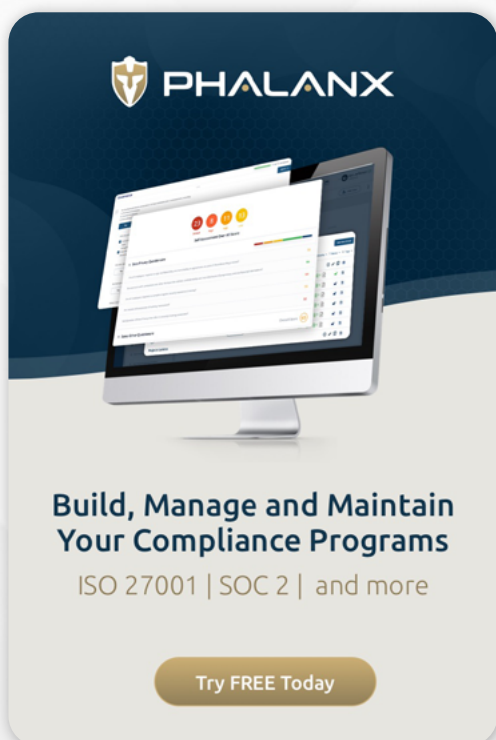
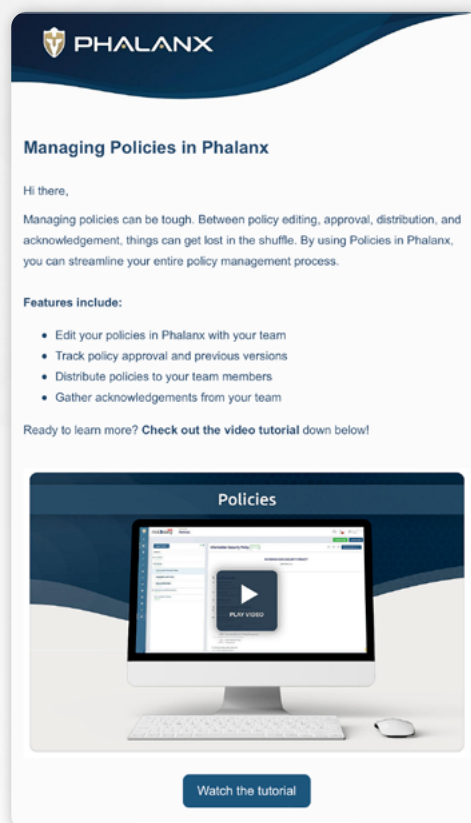
One Platform for Security, Privacy, and Compliance



Phalanx Email Campaign

In an effort to help new customers orient themselves to the platform and to drive engagement early on, marketing, CS and the product teams worked together to create a new user onboarding campaign.

New Phalanx users will get a series of emails designed to help give them a tour of Phalanx and all the features they now have access to. The campaign is still young but early indicators show high rates of engagement with those emails and an appetite to learn more.



Social Media Marketing

A big reason why the launch of project Adrian was so successful was that everyone contributed so earnestly to our social media campaigns. We ran campaigns to both tease the platform before we launched and campaigns to encourage people to apply on the day of go live.

Thanks to everyone's contributions, we had a huge volume of applicants on the day of go live. So great in fact that we met our annual goal in the first 12 hours of having pushed the website live.

Risk3sixty to Disrupt the GRC Market with Free Version of Phalanx GRC

Risk3sixty is offering companies a free GRC solution that has been built by experts with decades of experience in the industry.

ATLANTA — June 27, 2022 – Risk3sixty has helped organizations assess, build, manage, and certify their security programs against multiple compliance frameworks including SOC 2 and ISO 27001 since 2016.

Today, risk3sixty is releasing Phalanx GRC Essentials, a free version of their expert-built platform that has already helped more than a hundred companies build and maintain their compliance and security programs.

Phalanx GRC helps organizations of all sizes build world-class security and compliance programs. The platform, already available at multiple pricing tiers for companies to choose from for their unique needs, is now available in a free version for companies looking to start their compliance and security programs in an expert-guided way.

“We decided to create a free version of the Phalanx GRC platform because we want to give back to the community — to share our expertise with organizations who are building their programs for the first time or looking for a platform to help them mature their existing programs quickly,” said risk3sixty Chief Technology Officer Kevin Ketts. “Some platforms promise a silver bullet for achieving compliance, but risk3sixty recognizes there is no silver bullet, and that expertise and craftsmanship are crucial to building a well-run program. We seek to empower teams with simplified self-assessments, easy-to-understand recommendations, and a structured approach to managing security and compliance activities.”

“Risk3sixty is excited to offer the first free platform in the market and hopes the platform can make a positive difference,” said risk3Sixty CEO & Founder

Christian Hyatt. “We’ve spent tens of thousands of person-hours assessing and deploying security and compliance programs, and now we are putting everything we know into Phalanx and offering that expertise and technology excellence to everyone.”

Risk3sixty’s free tier enters a crowded market at a price point unmatched by other companies. Phalanx GRC Essentials is positioned to provide organizations with the essential capabilities necessary to quickly assess and mature their security and compliance programs with no extra cost for the software.

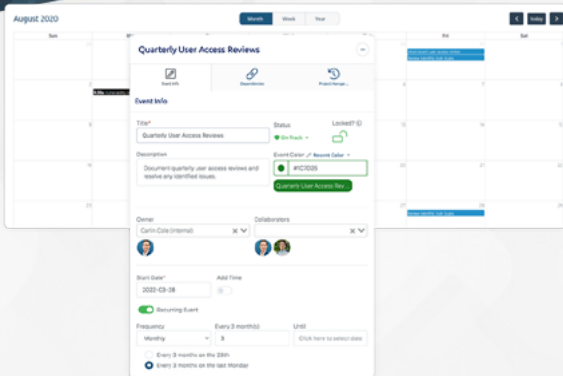
“We know how hard compliance can be, and we understand that cybersecurity hygiene is a ‘table stakes’ endeavor,” Hyatt added. “We want to help by using our experience to simplify program building and maintenance activities for as many customers as possible while making a real difference in the security compliance space.”

About risk3sixty

risk3sixty, an Atlanta-based cyber security consulting company, works with high-growth technology firms to help leadership build, manage and certify security, privacy and compliance programs that underpin public and stakeholder trust yet never hinder business goals. These efforts are propelled by the company’s cybersecurity playbook and expert leadership paired with the powerful security, privacy and compliance platform, Phalanx GRC. The firm has a proven track record of helping accomplish these missions for “unicorns,” high-value clients that have a valuation of \$1 Billion or more. To learn more, visit risk3sixty.com.

Phalanx GRC helps companies of all sizes assess, build, manage and maintain their compliance and security programs. Phalanx GRC was built by the experts at risk3sixty, who have helped hundreds of companies achieve certifications using the platform. Phalanx and the risk3sixty team will be your guide to a successful security and compliance program implementation. To learn more, visit phalanxgrc.com.

Freemium Features Include:



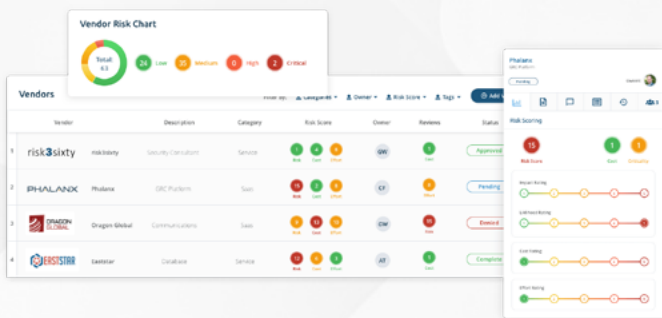
Compliance Calendar

Allows companies to create and sync calendar events for every element of their program leveraging pre-built templates.



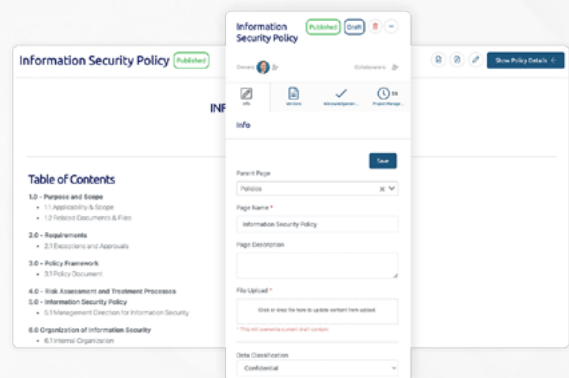
Risk Management

Allows companies to rank and assess risks within their security program.



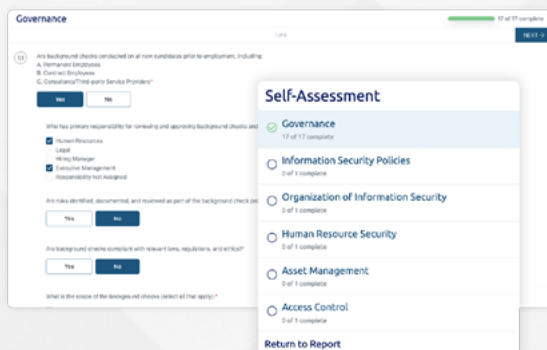
Vendor Risk Management

Allows companies to catalog vendors, deploy questionnaires, and assess vendor risks.



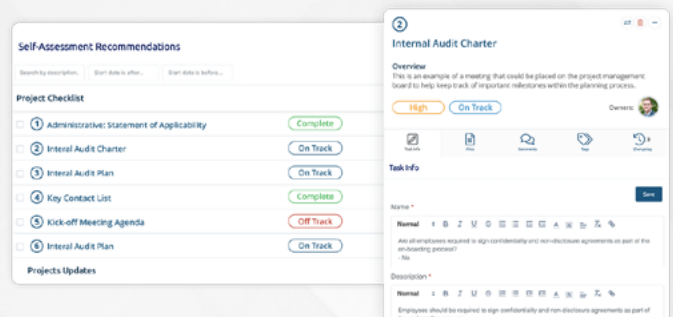
Policies

Allows companies to create, edit, publish, and track acknowledgments for documentation critical to the success of their compliance program.



Self Assessment

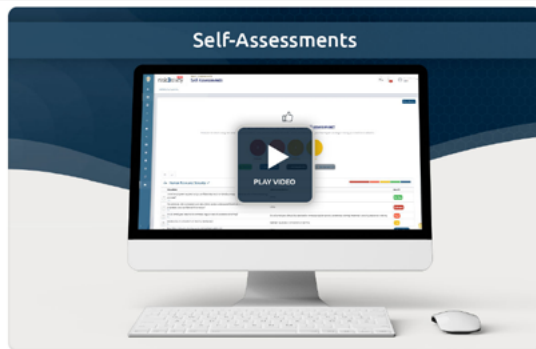
Allows companies to evaluate the current state of their security and compliance program and receive detailed recommendations for improvement.



Project Management

Allows companies to manage remediation efforts from their self-assessment results.

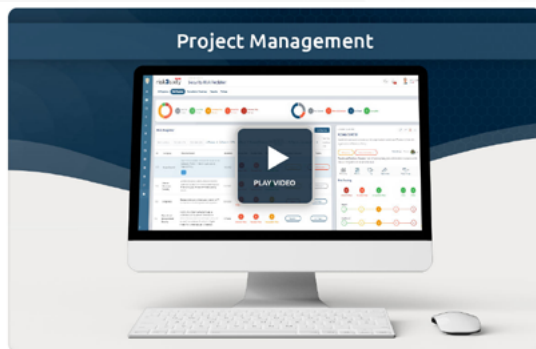
Phalanx Videos



Self-Assessments

Module Overview

This video, leveraged both in platform and in our new user onboarding campaign, overviews the self-assessments module. Clients learn that by completing the self-assessment questionnaire, they can get a list of customized recommendations based on their selected compliance framework.



Project Management

Module Overview

In this video, new users learn how the project management module is their key to successful remediation. Based on their completed self-assessment questionnaire, Phalanx will automatically populate the project management module with their customized recommendations.



Policies

Module Overview

The Policies video shows clients how they can streamline their policy management process. Users learn how to edit, track, revise, distribute and gather acknowledgement for policies with their team.

Risk Register

Module Overview

The risk register video outlines how Phalanx can help users identify and log risks across their organization, assess those risks based on impact/likelihood/cost/effort and determine risk treatment plans.



Vendor Management

Module Overview

The vendor management video guides users through how Phalanx can help them identify vendors, rank them based on risk and criticality, perform vendor reviews and send questionnaires right from Phalanx.



Compliance Calendar

Module Overview

Lastly, the Compliance calendar video shows users how they can keep track of all their recurring compliance events and upcoming milestones. Users can maintain accountability amongst their team, track recurring events and collect audit evidence more easily throughout the year.



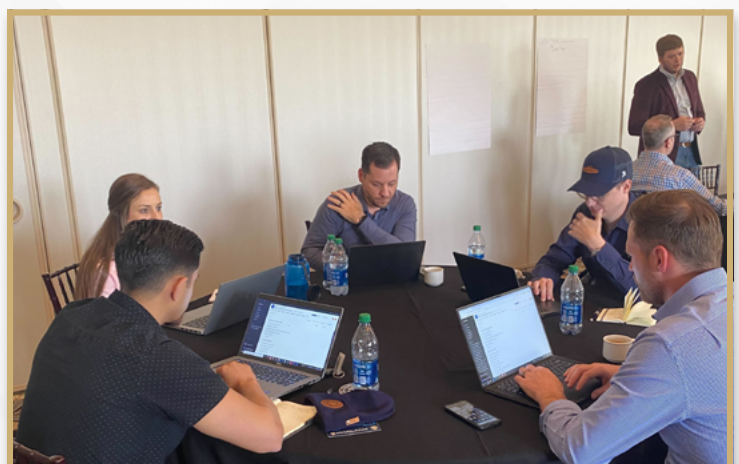
Quarterly Offsites



Q1 Quarterly Meeting at Roswell Clubhouse

In Q1, we all met as a team at the Roswell Country Club Clubhouse for our quarterly company wide meeting. We celebrated all of our successes as a team so far while also aligning on our firm-wide goals, both for the year and for Q2.

The meetings not only served as an important opportunity to gain insights into Risk3sixty's objectives, but also as a rare opportunity for us to all get together in one place. After talking business, we enjoyed dinner, drinks and getting to know each other more closely. It was also a great opportunity to bring a plus one along to meet your co-workers. We are so thankful we had the opportunity to spend this time together and look forward to doing it again each quarter.

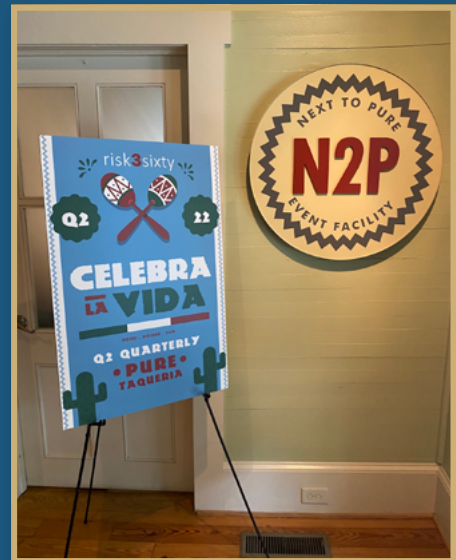




Q2 Quarterly Meeting in Alpharetta

Our second quarter meeting was held at the Alpharetta Library and was a very informative event for the team. We went over all of the exciting new changes Phalanx GRC is bringing to the company, as well as showcased the achievements of our services lines. We have much to celebrate as a company as we continue to grow revenue, and add new team members as well as new clients to our portfolio.

We followed the half day of reflection and planning with a festive outing with drinks and food at Next to Pure. Many team members traveled for the event, and we all had the chance to catch up with colleagues while enjoying a very unique and trendy venue. Big thanks to Kevin Brown for setting up the event.



Achievements & Milestones

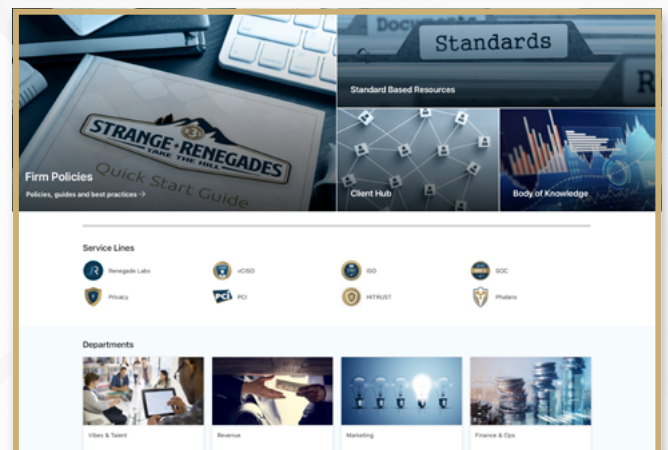


Georgia Tech Cybersecurity Seminar

We had a blast presenting at the Cybersecurity & Cybersecurity Careers overview at the Georgia Tech Scheller College of Business MIS Club on Friday, April 8, 2022. We had a great time sharing what cybersecurity is and the opportunities it provides students for careers. A special thanks to Phillip Lee, Leah McMillan, Jeremy Sharp, and Ryan Basden for representing risk3sixty.

Internal Sharepoint Site

This quarter, we launched an internet site using SharePoint to manage internal communications, file sharing, and internal requests. This site includes key areas of content that enable risk3sixty employees to carry out their everyday tasks and find essential company information. Big thanks to Tim Palmer for all his hard work putting this together.



Georgia Tech T&M Partnership Program

The Denning Technology & Management (T&M) Program creates cross-functional leaders of the future through a rigorous curriculum, training in business communications, and frequent interaction with Corporate Affiliate executives. This year, risk3sixty has been chosen to be the only Cybersecurity firm to participate in the program. We look forward to helping shape the future cybersecurity leaders through this wonderful partnership.

Pacesetter Award 2022

Risk3sixty was honored once again by receiving the Pacesetters Award by the Atlanta Business Chronicle!

The Pacesetter Award is only granted to the fastest-growing private companies within Atlanta every year, and we are very honored to have received this award for the third time in a row!



PAWS Charity Event

One of our favorite moments in Q2 was when we got together as a team to volunteer at PAWS Atlanta. PAWS is a non-kill shelter dedicated to helping local animals find homes. We enjoyed a fun team day spent walking and socializing dogs and cats, landscaping, painting, and sorting critical supplies. We had a blast!

Hike Up Mt. Yonah

Our more athletic team members spent a day hiking up Mt. Yonah in the Georgia summertime heat. We hiked up and down the mountain, grabbed lunch, took pictures of the stunning views, and created an awesome memory as a team.



Employee Spotlight

1 Year Work Anniversaries



Daniel Haumann
Consultant



Tom Edgeworth
Software Engineer



Darren Styles
Senior Consultant



Kevin Brown
Executive Office Manager



Carlin Cole
Product Manager



Madison Loewe
Senior Associate



Jeremy Brandt
Associate



Leah McMillan
Consultant

2+ Years Work Anniversaries



Ryan McGowan
Chief Revenue Officer



Phillip Lee
Consultant



Kendall Morris
Customer Success Manager

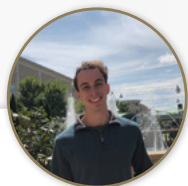


Sawyer Miller
ISO Leader



Ryan Basden
Penetration Tester Manager

New Hires



Nelson Blais
Analyst



Jordan Yanev
Senior Associate



Wright Malone
Senior Software Developer

New Clients





SOC 2 Framework Overview Video

In this video we created, we walk through every SOC 2 category, discuss the controls most companies put into place to meet the requirements and what is often required during an audit.

[See the Video >](#)



PCI DSS Webinar

In Q2 we invited existing and potential PCI clients alike to join us for a webinar led by Chris Donaldson. In it, we broke down everything clients needed to know about PCI v4.0 and what it means for their businesses security and compliance program.

[See the Video >](#)

Ready to Get Started?

Contact Us Today for a Free Overview

One of our professional team members would love to help you out with any questions you have about your projects.

Want to Join Our Team?

Contact vibes@risk3sixty.com



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risk3sixty



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