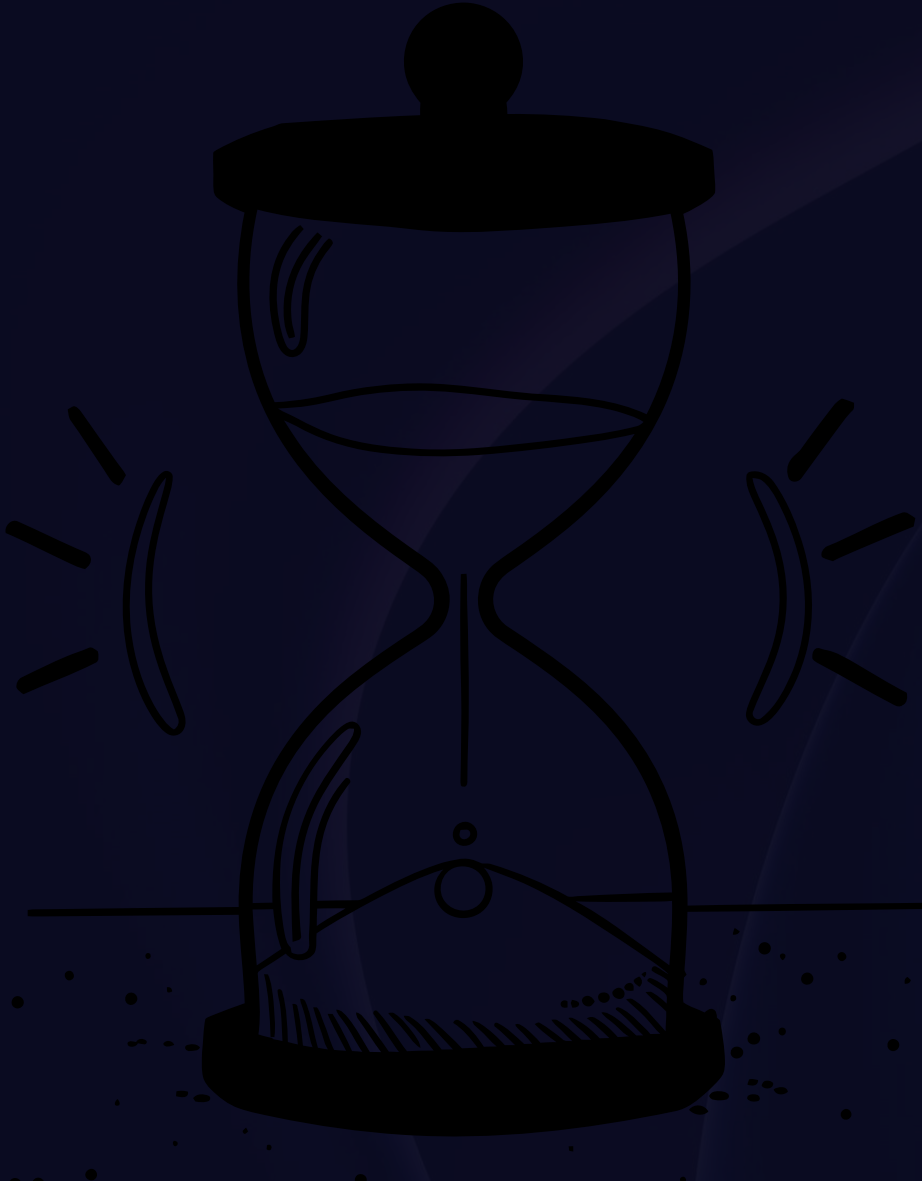




Less Time on Questionnaires. More Focus on Your Business.

ControlSage manages vendor security questionnaires end-to-end — so your team closes deals, not tickets.



The Hidden Deal Killer: "Just One More Questionnaire"

Vendor questionnaires don't just consume hours — they cascade into delayed security reviews, stalled contracts, and slower time-to-close. Every day spent on back-and-forth is a day your deal isn't moving.

Delays Reviews

Security sign-off waits on questionnaire completion

Stalls Contracts

Legal can't proceed without risk clearance

Kills Momentum

Prospects lose confidence when deals slow down

Why SIG Is at the Center of the Storm



What Is SIG?

The **Standardized Information Gathering (SIG)** questionnaire is the Shared Assessments Program's flagship third-party risk assessment tool — widely adopted across industries for vendor security due diligence.

Why It Matters Now

SIG is updated **annually** to reflect the latest threat landscape, standards, and regulatory expectations — meaning your process must evolve with it, every single year.

What SIG Actually Is — and Why It's Everywhere

Published by **Shared Assessments**, SIG was designed to bring standardization to vendor risk questionnaires across industries — replacing the chaos of bespoke, one-off assessments.

Standardized by Design

A single framework used to assess third-party information security, privacy, IT operations, and regulatory compliance practices.

Cross-Industry Adoption

From financial services to healthcare, SIG has become the de facto standard for evaluating vendor controls at scale.

One Library, Many Risk Domains



Built for Flexibility

SIG is structured so assessors can **scope to the vendor's services and specific risk profile** — you don't have to ask every question every time.

Mapped to Major Standards

Questions are indexed to frameworks like ISO 27001, NIST, SOC 2, GDPR, and more — reducing the need for multiple separate questionnaires and duplicate evidence gathering.

SIG Coverage That Explains the Effort

SIG Core

~855 questions for comprehensive, in-depth vendor assessments

SIG Lite

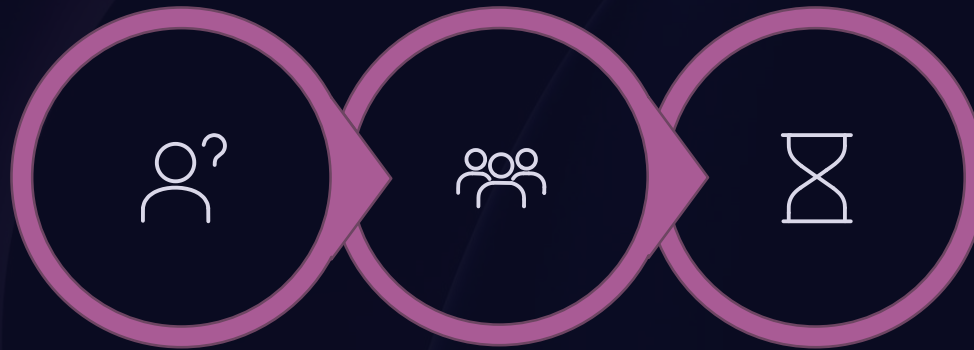
~126 questions for faster, high-level initial vetting

Key Domains

Privacy, IT Resilience, Access Control, Incident & Threat Management, and more



The Real Pain Is Not the Questions — It's the Workflow



**Incomplete
Answers**

**Cross-Function
al Reviews**

**Delays to
Close**

Rework Is the Norm

Unclear or incomplete answers trigger follow-up cycles that compound delays — often requiring multiple rounds before a response is usable.

Expertise Is Scarce

Reviews demand cross-functional input from security, compliance, and risk — teams that are already stretched thin and directly competing with deal execution.

The Cost of "Answering" vs. "Answering Well"

Submitting a response and submitting a *defensible* response are two very different things — and the gap between them is where deals stall.

Resource-Intensive by Design

SIG Core's depth demands significant internal time from both vendors completing it and assessors reviewing it — often spanning weeks, not days.

Context Is Not Automatic

Standardized questions still require teams to translate real business context into precise, evidence-backed control documentation — a skilled, time-consuming task.

The 2025 Update: Proof That This Never Stays Still

SIG 2025 introduces revised mappings and updated control expectations — meaning teams that relied on last year's answers must revisit, re-align, and re-validate their responses.

⚠ Annual updates demand repeatable, controlled processes — not ad hoc, one-time responses that expire the moment SIG evolves.



CHAPTER 3

How ControlSage Helps You Win Back Time

ControlSage manages SIG questionnaires **end-to-end** — from scoping and coordination to evidence review and final submission — so your team focuses on what drives revenue.



Turning SIG Into a Repeatable Process

Right Version, Every Time

We scope the appropriate SIG version — **Lite or Core** — based on the vendor's risk tier, data handling practices, and exposure profile. No over-scoping, no under-scoping.

Modular Domain Selection

By selecting only the domains relevant to the vendor's specific services, we eliminate unnecessary effort and keep assessments focused, efficient, and audit-ready.



Making Evidence Review Faster — Not Riskier



Coordinated Review Cycles

We manage the review workflow so incomplete answers never become blockers — follow-ups are tracked and resolved before they stall contracting.



Control-Aligned Responses

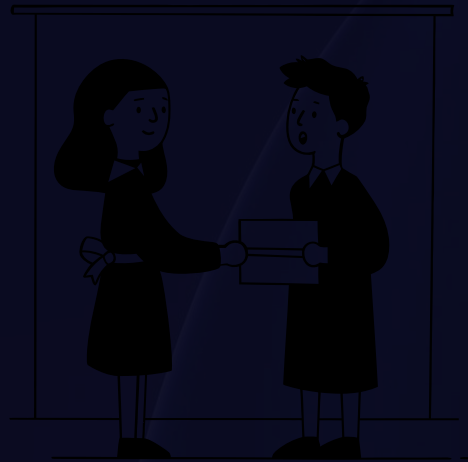
Every answer is mapped to relevant control expectations, reducing interpretive back-and-forth that typically delays security sign-off.



Faster to Contract-Ready

From question sent to review-ready answers — we compress the timeline so your legal and procurement teams can move without waiting.

Why This Matters for Compliance and Confidence



Industry Benchmark

SIG is widely recognized as the **gold standard** for evaluating third-party security controls — making how you respond just as important as whether you respond.

Defensible Due Diligence

Structured, consistent handling of SIG creates an auditable record that supports your third-party risk management program — protecting your organization when it matters most.

The Outcome: Less Time Spent, More Business Done



Questionnaire Bottlenecks

Eliminate repetitive cycles and reduce delays across every vendor review



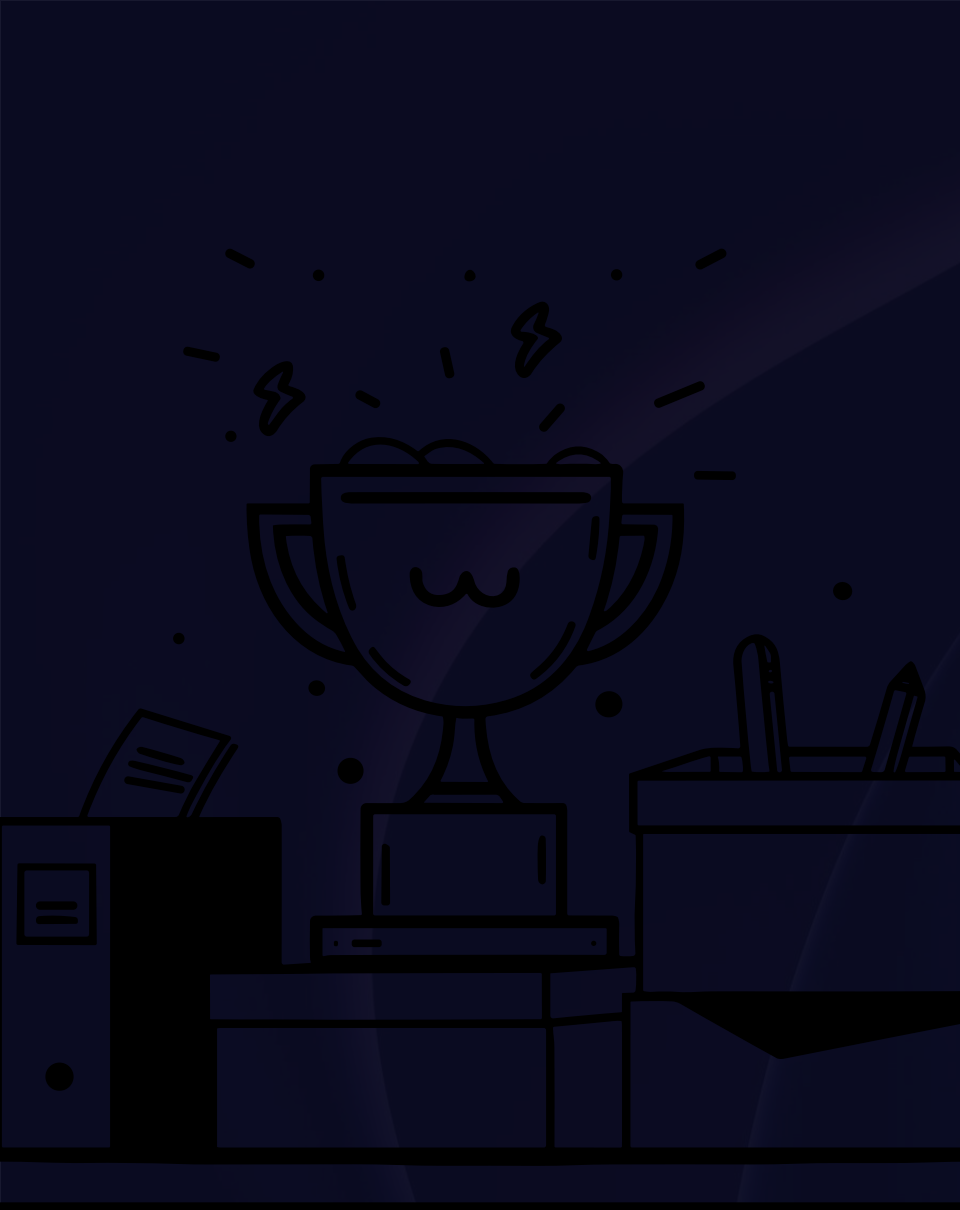
Deal Velocity

Keep pipeline momentum without sacrificing the depth SIG Core demands



Audit-Ready Output

Every response is structured, documented, and defensible from day one

A stylized line-art illustration on the left side of the slide. It depicts a desk with a printer on the left, a trophy in the center, and a pen holder with two pens on the right. Above the trophy are several small lightning bolts and dashed lines, suggesting speed or energy. The entire illustration is rendered in a light gray color against a dark blue background.

Make SIG a Speed Advantage

Stop letting questionnaires own your pipeline. With **ControlSage**, SIG becomes a fully managed, end-to-end process — so your team spends less time collecting responses and more time closing business.

Managed End-to-End

Scoping through submission,
fully handled

Repeatable & Controlled

Built to scale with your vendor
program

Deal-Focused

Your team stays on revenue, not red tape