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Axonius SaaS Management Discovery Questions

January 2022

6 ESSENTIAL QUESTIONS.

1. How do I discover SaaS Apps?

2. Do the right people have the right access?

3. Is the SaaS app properly configured?

4. Where is the data going?

5. Am I optimizing SaaS spend?

6. Does everything adhere to my policies?

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CISO

- How restrictive is your organization when it comes to SaaS applications usage?

- Is SaaS security an issue for you? How important is it in your organization?

- What solution do you use for your SSO today? Which SaaS applications are currently managed? How many SaaS applications are managed outside of your SSO?

- How do you prioritize which SaaS applications are most risky or most important to ensure security for?

- How do you ensure that your team has an always up-to-date SaaS asset inventory that covers your Accounts, Users, External Users and Devices?

- How do you ensure you team has an always up-to-date map of where sensitive data is hosted and who has access to it?

- How do you manage your SaaS applications and their costs? Does it fall under IT / BizOps / FinOps?

- Do you conduct vendor risk assessment as part of the procurement process? If so, how satisfied are you with that process?

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Security.

- How restrictive your organization is when it comes to SaaS applications usage?

- Is SaaS security an issue for you? How important is it in your organization?

- How do you prioritize which SaaS applications are most risky or most important to ensure security for?

- Do you get notified when a new SaaS application is onboarded? How confident are you in that process?

- How do you conduct SaaS vendor risk assessment? How do you validate SaaS vendors improvement over time? How many hours your team or vendor team dedicate to risk-data collection on SaaS vendors?

- How do you ensure the accounts are configured according to best practices and compliance frameworks? How do you share such information with auditors and business line owners? How do you report on improvement over time?

- Do you know which accounts host or transfer sensitive data? If one of the vendors were breached, would you be able to tell what's at risk?

- Is your team responsible for setting and enforcing user roles and permissions across all SaaS applications?

- How do you protect your environment from account takeovers or insider threat actors?

- Would you want to consume SaaS security alerts within your existing ticketing/SIEM system? Which?

- How do you manage your SaaS applications and their costs? Does it fall under IT / BizOps / FinOps? Do

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IT / BizOps / FinOps.

- How restrictive your organization is when it comes to SaaS applications usage?

- How many (SaaS application) accounts do you have? Do you get notified when a new SaaS application is onboarded? How confident are you in that process?

- How much does your organization spend on software-as-a-service? Is this spend justified? How long does it take to compile such report?

- How often do you negotiate terms with your SaaS vendors? Do you have the data needed to get discounts?

- How much time your team spends on onboarding, offboarding and configuration of users? Would you be able to tell if the roles and permissions given to a specific user are justified or not?

- Do you have products such as BetterCloud or Zylo? What is the main value you see in them and what are their shortcoming?