

How we cut enterprise software sales cycle duration in half

Problem

For software vendors in banking industry, customer's security acceptance testing is a major source of contract signing delays.

Our client, a provider of banking fraud monitoring software system, faced contract signing times of 9 to 12 months, of which 3 to 6 months were spent on security assessments and subsequent alignment with their customers' requirements.

SoftSeq was contracted to come up with a way to shorten contract signing times.

Solution

SoftSeq devised a software audit methodology of excruciating detail, with full transparency, and verifiable coverage that eliminates the need for trust in a security services relationship.

Adhering to requirements of OWASP Application Security Verification Standard, SoftSeq performed a white-box security assessment of client's software, reviewing architecture and code, and meticulously documenting all decisions, steps, and findings.

Result

The rich technical details of SoftSeq audit artifacts provides a 360° view of application's security posture to security teams, making their job more straightforward and quick.

This allows SoftSeq's client to cut contract negotiations by several months, at times in half, advancing SoftSeq's client on the US, EU, and Asian markets.

SoftSeq LLC

1712 Pioneer Ave. Ste. 500,
Cheyenne, WY 82001 U.S.A
+1-307-3165-777

security@softseq.com

<https://softseq.com>

About SoftSeq LLC

SoftSeq is a Boutique Security Consulting company providing Professional Services in the field of Software Security. We provide innovative cyber-security services to ensure customer software is hacker-proof, and in compliance with the most rigorous international standards. We make world-class security services affordable to companies of all sizes.

© Copyright 2018, SoftSeq. All rights reserved. No part of this document may be reproduced, stored in a retrieval system, transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without the express written permission from SoftSeq. The information contained herein is subject to change without notice. All other trademarks mentioned herein are the property of their respective owners.