

runZero for Compliance & Cyber Insurance

### Meet every standard. Exceed every expectation.

### Turn compliance into your competitive advantage

Regulators and insurers aren't playing games. They demand proof you know every asset across your environment, understand the risks, and are taking action. But legacy tools fall short, leaving blind spots, hidden exposures, and outdated methods that put compliance at risk — especially with unmanaged, unknown, OT, and IoT devices lurking unnoticed.

If you can't see it, you can't secure it — and that jeopardizes your regulatory compliance. Insurers know this too, and they'll use those gaps to deny coverage when you need it most.

That's why we built runZero — to find everything others miss. No agents, no credentials, no hassle. Internal, external, IT, OT, IoT, unmanaged, unknown, even third-party suppliers — if it's connected, runZero finds it. And that's exactly what regulators demand.

Visibility is just the beginning. runZero uncovers hidden vulnerabilities other tools miss, prioritizes real threats, and strengthens downstream compliance efforts — ensuring risk assessments, penetration tests, and incident response plans cover every asset.

When regulators, insurers, partners, or execs demand proof that you're ahead of the risks, runZero ensures you deliver. No gaps, no guesswork — just total assurance that your entire attack surface is secure, compliant, and protected.

# Regulatory & Due Diligence risks at a glance

#### Inadequate controls



**41%** of organizations lack sufficient tools to achieve the visibility required for regulatory compliance.<sup>1</sup>

#### Compliance catch-up



**43%** of organizations find it difficult to comply with new provisions within cyber regulations.<sup>2</sup>

#### Deny, deny, deny



**40%** of insurance claims are denied due to policy exclusions and insufficient security controls.<sup>2</sup>

#### Loopholes



27% of data breach insurance claims were denied full coverage due to policy exclusions, leading to either partial or no payout.<sup>3</sup>

Procurement Tactics Insight. 2. ITBrief. 3. DCSNY. 4. Astra Security Audit.

Granite Advance

#### See Everything. Miss Nothing.

runZero eliminates blind spots, ensuring no gaps or guesswork in compliance

- No agents or authentication required
- Safe active scanning, passive discovery & API integrations
- Complete visibility into internal and external attack surfaces — IT, OT, & IoT
- Deep device fingerprinting

#### Find the Risks Others Miss

runZero finds devices agents can't, uncovering hidden risks

- Native detection beyond CVEs
- Covers OT & IoT risks
- O-day alerts to new threats
- Vulnerability scan data integration
- Business-context risk prioritization
- Guided remediation

#### **Prove Your Security Posture.**

runZero validates attack surface security for regulators and insurers.

- Compliance & incident reporting
- Data-driven actionable risk dashboards
- KPIs, trends, & business analysis
- Goal setting & improvement metrics
- Change tracking & drift detection

#### Don't just meet requirements, surpass them.

Other tools leave blind spots, exposing you to compliance and insurance risks. runZero eliminates blind spots — with no clunky agents, no messy credentials, no authentication hassle. Just full visibility into your environment and proactive risk management — giving you confidence in compliance and peace of mind for insurance.





### Deployment Model & Time to Discovery

runZero

Deploys rapidly, delivering continuous insights across all assets — no agents, no authentication — covering even air-gapped environments.

#### **Other Solutions**

Waste time with complex rollouts, requiring agents, appliances, and authentication — leaving gaps in discovery when speed is critical.

Attack Surface Visibility

Provides full visibility across external, internal, IT, OT, IoT, cloud, and mobile — eliminating blind spots that increase compliance risks.

Focus only on known assets, leaving critical unknowns exposed — risking regulatory penalties and policy exclusions.

Risk Identification & Exposure Management

Uncovers hidden vulnerabilities regulators expect you to find, prioritizing risks by business impact for faster, smarter remediation.

Flood you with CVE noise, obscuring critical risks — creating a false sense of security that jeopardizes compliance and insurance coverage.

Demonstration of Due Diligence

Proves compliance with even the strictest requirements — securing claims and reassuring stakeholders of your strong security posture.

Leave critical gaps by covering only limited areas — failing regulatory standards, requiring extra tools, and increasing exposure.

## **(**runZ≡ro

runZero delivers the most complete security visibility possible, providing organizations the ultimate foundation for successfully managing exposures and compliance. With a world-class NPS score of 82, runZero has been trusted by more than 30,000 users to improve security visibility since the company was founded by industry veteran HD Moore. Learn more on our website.

Test drive the runZero Platform for 21 days, with an option to convert to our free Community Edition at the end of your trial.

Try runZero for Free