

Vendor Consolidation

Organizations worldwide are increasingly focusing on vendor consolidation as an essential strategy to harness the full potential of automation, digital certificates, and digital security. By streamlining vendor relationships, organizations can achieve enhanced efficiency, improved security, reduced complexity, and in some cases substantial cost savings.

Businesses of all sizes should take advantage of consolidation through outsourcing to service providers. Regardless of the attack surface, the need to outpace demand and stay cybersecure while maintaining comprehensive security controls presents resourcing challenges many cannot sustain.

Consolidating vendors provides an opportunity to improve overall security posture, be more cost effective, and reduce risk exposure, while simultaneously maximizing the fixed digital security budget.

Businesses must recognize the symbiotic relationship between automation, digital security, and vendor consolidation. When managed effectively, these elements can propel organizations towards greater success and resilience in the ever-evolving digital landscape. You can't secure what you can't understand, and working with multiple tools when one does it all introduces risk unnecessarily.

Consolidation isn't just about saving money

Vendor consolidation:

- Minimize security gaps
- Automate by simplifying processes
- Reduce costs
- One platform with a single interface
- Reduce operational complexity
- Improve security and risk posture
- Maximize fixed digital security budget

**75%**

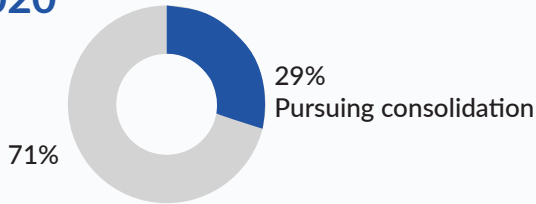
Systems must be efficient and integrated rather than point security products, and Gartner (2023) found that 75% of organizations are pursuing vendor consolidation strategies, up from 29% in 2020, to put together platforms with universal coverage.

“The worst enemy of security is complexity.”

Bruce Schneider

Organizations currently pursuing a security vendor consolidation

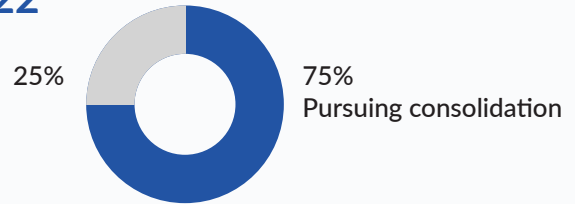
2020



n = 391; all respondents, excluding “don’t know”
Q. Does your organization have plans to pursue a vendor consolidation strategy?

Source: 2020 Gartner Security & IAM Solution Adaption Trends Survey 774696_C

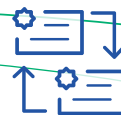
2022



n = 418; total
Q. Are you currently pursuing a security vendor consolidation strategy?

Source: 2022 Gartner CISO: Security Vendor Consolidation XDR and SASE Trends Survey

Gartner



Sectigo Certificate Manager

Sectigo Certificate Manager (SCM) provides companies with a tool that not only fully automates digital certificate lifecycles and streamlines certificate operations, but also acts as a consolidation and cost-saving tool. It is a universal platform purpose-built to manage digital certificate lifecycles to secure every human and machine identity across an enterprise, all from a single interface.



SCM automates the issuance and management of certificates, alongside those from other publicly trusted Certificate Authorities (CAs) and private CAs, including Microsoft AD CS, Google Certificate Authority Service, and AWS Private CA. It delivers a single management system with the ability for businesses to set permissions and multiple user accounts—allowing for various departments to have full control of their certificate process. Through this streamlining, companies are given more insight into budgeting and overall management.

Whilst automation and the benefits of simplifying and modernizing processes may be the initial drawcard for IT teams, the ability to consolidate from multiple vendors into one CA agnostic platform further incentivizes teams to make the switch.

Benefits of Sectigo Certificate Manager



Streamlines lifecycle administration with rapid enrollment, approval, issuance, revocation and renewal of all SSL certificates from any CA



Ensures no unexpected certificate expiration via a detailed notification process



Auto Discovery feature imports all existing and future SSL certificates (even for different vendors) on company websites and internal networks



Cloud-based solutions for ease of use and management



Expert technical assistance



Configurable email alerts to receive notifications about certificate requests and upcoming expiration notices



Real-time status checking



Flexible and reliable system for digital certificate issuance and lifecycle management



50+ integrations with leading technology providers



Same-day expiration reissuance



Automates and centralizes the management of cryptographic keys

About Sectigo

Sectigo is a leading provider of automated Certificate Lifecycle Management (CLM) solutions and digital certificates - trusted by the world's largest brands. Its cloud-based universal CLM platform issues and manages the lifecycles of digital certificates issued by Sectigo and other Certificate Authorities (CAs) to secure every human and machine identity across the enterprise. With over 20 years establishing digital trust, Sectigo is one of the longest-standing and largest CAs with more than 700,000 customers. For more information, visit www.sectigo.com.