EHG 101 series: Cybersecurity from a vendor/service provider perspective

NOVEMBER 10, 2020 2 MIN READ

Related Expertise

- Emerging and High Growth Companies
- Technology

High profile cybersecurity breaches are the ones that most often make news headlines, but even those not in the spotlight can cost organizations large sums of money, not to mention reputational damage. Cybersecurity issues can be a stumbling block in contract negotiations. Vendors who have addressed these risks beforehand and who have a program in place are better positioned for smoother negotiations with their customers.

For vendors, it's important to stay ahead of your customers' security requirements. Customer sensitive data that crosses between organizations can be a trigger point for a more significant and comprehensive discussion about cybersecurity.

In their webinar "Cybersecurity from a Vendor/Service Provider Perspective", Simon Hodgett, partner, and Matt Snyder, associate, in Osler's Technology Practice Group, provide examples of common customer security requirements and hidden risks in customer contract language. They offer tips on how vendors can stay ahead of cybersecurity issues and create a program that addresses customer security needs. Simon and Matt explain the importance of involving your legal team when a breach occurs, and the initial steps you should take when discovering a breach that may impact customer data.

Watch webinar on demand

This presentation is part of Osler's Emerging and High Growth Companies 101 series, designed to help emerging ventures navigate through the various issues and legal requirements they will encounter throughout their growth cycle.