GRSEE
Compliance ASAP.

"It feels that we have a partner."
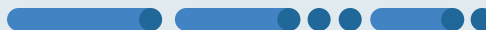
– Ohad Parush,
EVP of R&D at Gong.io

Who We Are

GRSee Consulting is your trusted partner when it comes to security and compliance.

Our umbrella of services ensures you are always compliant so you can focus on your business growth and success.

GONG

Problem

Gong is a revenue intelligence platform that uses AI to analyze customer interactions throughout the sales process and across multi-channels. Customers use Gong to manage their sales processes from on-boarding new salespeople and coaching them to managing sales opportunity lifecycles.

Gong engaged GRSee Consulting for several services:

- CISO services in their startup phase to develop a cybersecurity program that would satisfy their business clients' due diligence.
- Running periodic penetration testing
- Completing PCI-DSS compliance with GRSee Consulting as the QSA

Solution

As Gong grew to a $7.2B company, they transitioned to an in-house CISO. GRSee Consulting remained a close partner, providing ongoing consultation services and PT.

As part of their growth and continued security and compliance focus, Gong worked to receive PCI-DSS compliance certification and engaged GRSee Consulting as an auditor who could gain a quick understanding of their innovative technology. GRSee Consulting's qualified security assessors (QSAs) and project manager were able to design an iterative project structure that would allow them to meet tight deadlines while remaining attentive. They sifted through requirements responses and evidence, discussed gaps and requirements that were not feasible in regular brainstorming sessions, and decided on compensatory controls. Gong felt that the GRSee team worked efficiently to meet the demanding deadlines while providing quality support

Results

The partnership between Gong and GRSee yielded multiple successes:

- Gong is now PCI-DSS compliant, which advances their security maturity and allows them to implement the platform on sales calls that involve the communication of payment information. The certification has directly increased their revenue by helping them win deals that were pending compliance.
- Thorough penetration testing is performed periodically.

Gong now has a steep competitive advantage in their market through itsinvestment in security and it continues to grow while keeping its app, platform, and customers' data secure and protected.