

**Delaware Bankers Association presents a
Compliance Education Institute course**

Vendor Site Visits: Beyond the Welcome Mat

Time: 60 Minutes

Cost: \$499.00

**What You Get: Vendor Site Visit ScoreCard,
Site Visit Planning Worksheet, webinar Workbook**

**Who Should Take It: Vendor Management staff, IT staff, COO, CIO, BCP/DR Team,
Compliance and Risk**

Going on a vendor site visit could either be a waste of time and money or it could be extremely beneficial if it is planned properly and you come away with the information you need to make a decision about doing business with, or continuing to do business with, the vendor. However, without advance planning and knowing what to ask and look for, you're at the mercy of the vendor who has its own agenda.

Vendor Site Visits: Beyond the Welcome Mat begins with the planning and preparation stages so that you set an agenda for yourself in order to come away with the information you need to make intelligent business decisions about the vendor relationship. The course then continues with observations you should be making and questions that you should be asking while en route to the vendor's facility until the time that you leave.

The Site Visit ScoreCard examines 14 functional areas and provides more than 360 questions to choose from depending upon the type of vendor you visit and the goals that you set in the planning stage. Each functional area is scored and rated as you answer the questions and then they all roll up into an overall score and rating on the Summary page as shown below.

Vendor Site Visit ScoreCard				
Vendor Name: Compliance Education Institute		Weight: 100 - Compliance Education Institute		
Date: 5/26/2015				
Enter Your Risk Tolerated Rating:				
Greater than or Equal to	90 %	LOW		
Greater than or Equal to	80 %	MODERATE		
Less Than	80 %	HIGH		
SITE VISIT COMPONENT		Points Possible	Points Achieved	Percent
FACILITY ACCESS		31	31	100.00%
CORPORATE STRUCTURE		13	13	100.00%
HR & STAFFING		13	13	100.00%
SECURITY POLICY		20	20	100.00%
PHYSICAL & ENVIRONMENTAL		19	19	100.00%
TECHNICAL ACCESS CONTROL		34	32	100.00%
NETWORK SECURITY		61	61	100.00%
PATCH & CHANGE MANAGEMENT		49	49	100.00%
DATA MANAGEMENT		27	27	100.00%
BILLING/INVOICING		18	18	100.00%
3RD PARTY MANAGEMENT		26	26	100.00%
INCIDENT RESPONSE		9	9	100.00%
BARRIER RESILIENCE		20	20	100.00%
HEADED APPLICATORS		24	24	100.00%
OVERALL RISK RATING		LOW		
Points Possible		363		
Points Achieved		363		
PERCENT		100.00%		