



Venza Competitor Comparison Guide


Statement on Fair Competitive Comparisons

Best practices dictate that data protection and regulatory compliance require what is widely termed a “multi-layered approach.” Selecting the right data protection layer and the right supplier takes time. With everything we do, our Product Marketing Team strives to achieve four goals: (1) Be Transparent, (2) Be Collegial, (3) Be Concise, and (4) Be Informative.

We hope that the following comparison assists you in your search for the data protection program that best suits you.

Program Feature	Venza®	Average Leading Competitor*
Program Coaching	✓	✗

Dedicated Customer Success Team to guide users through implementation of Venza/CyberTek products.

 Market surveys show this feature to be **rare**, offered by 20% or fewer providers.

Training	✓	✓
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Learning interventions including modules, games, and exams. All interactive and up to date.

 Market surveys show this feature to be **universal** among providers, indicating that it is a **must have**.

InfoSec Basic Courses	✓	✓
Proctored Training	✓	✓
Hospitality-Centric Scenarios	✓	✗
Guest Relations HR Module	✓	✗
Front Desk, Housekeeping and Food & Beverage Posters	✓	✗



Training (Cont.)			
	Multiple Languages	✓	✗
	Average Run Time	~4 Minutes	~8 Minutes
	Cost Structure	Unlimited Users	Per User

Tracking, Metrics, Analytics & Compliance Certification		✓	✓
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Access to and tracking of learning content via a Learning Management System (LMS).

	Reporting at Property Level	✓	✗
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Hospitality Webinar Series		✓	✗
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Monthly webinars featuring external experts and the Venza/CyberTek team, covering critical issues in hospitality.

⚠ Market surveys show this feature to be **rare**, offered by 20% or fewer providers.

Phishing Campaigns		✓	✓
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Simulated examples of real-world social engineering attempts to identify and assess cybersecurity vulnerabilities.

	Remediation Courses	✓	✓
	Phishing Alarm Plug-In	✗	✓
	Targeted Phishing by Property	✓	✗

Spot Check Awareness Audits		
Targeted surveys to assess the relevance, awareness, and personal impact of information security policy.		
Policy Templates		
A library of data protection and compliance policy templates to establish organizational uniformity and maintain critical information security.		
Data Breach Coverage		
Policy coverage for costs from data breaches (e.g., forensic audits, fines, equipment replacement, consumer notifications).		
External ASV Scanning		
Quarterly system vulnerability scans for PCI DSS compliance.		
Vendor Security Management		
Risk assessment of products and services provided by third-party vendors.		
SAQ Preparation		
Assistance with preparing and completing self-assessment questionnaires (SAQ) for PCI DSS compliance.		
 Market surveys show this feature to be rare , offered by 20% or fewer providers.		
Endpoint Detection and Response		
Continuous system monitoring with automated response and analysis to contain hazards and provide forensic tools to prevent recurrence.		
Log and Threat Monitoring		
Advanced tools to monitor and log network security incidents.		



Security Services Help Desk	✓	✓
24/7 remote system support from expert IT staff.		
Firewall Management	✓	✓
Create, maintain, and manage firewall for network protection.		
Remote Monitoring and Management	✓	✓
Dashboard for securing, maintaining, and improving IT systems.		
Disaster Backup and Recovery	✓	✓
Backup and Incident Response Planning for network disruptions.		
Attestation	✓	✓
QSA attestation of compliance upon SAQ/ROC completion.		
Email Security	✓	✓
Email security services, including encryption and archiving.		
Field Services	✓	✓
On-site support from expert MSSP staff.		
Privacy Management	✓	✓
System support for documenting privacy measures to demonstrate regulatory compliance.		

*Assessment of average leading competitor offerings is generated by Venza's internal research. It represents a generalization of typical available offerings and may vary by competitor.