Globality Relies on Inspectiv to be a Security Force Multiplier

Busy security team needs precise, actionable vulnerability guidance

Procurement is notoriously complex and slow. What if AI could help with everything from building requirements to managing contracts?

This was the mission at Globality. The company's autonomous sourcing platform proved an ideal challenge for longtime security professional Vance Lindholm, who was looking for something big. *"I wanted to be involved in building something from the start,"* said Lindholm.

WHEN TRUST IS CRITICAL, SECURITY IS EVERYTHING

Leading global companies like Dropbox and British Telecom rely on Globality to eliminate the complexities that slow procurement teams down. Globality uses AI plus the company's own data to speed and simplify building requirements, evaluate vendors, guide sourcing decisions, and optimize for supply chain resilience. Globality's autonomous automation keeps it all moving forward.

The decisions Globality helps make are business-critical, so customers must be able to trust the platform. This only happens when the platform, and its data, are secure. Vance knew they needed to revisit Globality's heavy reliance on penetration testing.

"One reason we did point-in-time testing was because customers asked for it. But it's not particularly useful as a strategy. I wanted to go to a continuous model, testing as we release to make sure we're always there. I knew that was the best way to show companies we're secure."

Lindholm knew he and his small team needed help, so they began to evaluate traditional bug bounty providers. An early challenge was getting buy-in from leadership on budget. *"At the end of the day, security isn't a team that makes you money — it's a risk mitigation team, right? We're here to keep us from losing money."* Unpredictable 'pay as you go' economics made those conversations harder.

Globality

Globality is the leader in autonomous sourcing. Their AI-powered solution transforms enterprise procurement to cut costs and red tape, facilitate effective competition, and automate the sourcing journey.

→ **Founded in 2015**

→ **HQ in Palo Alto, CA**

→ **200+ employees**

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VANCE LINDHOLM
Director of Information Security and IT, Globality

WORRIES ABOUT QUALITY AND COLLABORATION

Having the cybersecurity initiative in-house was great, but it brought its own challenges. Even when they received reports, obtaining further assistance was difficult. *"Often, the reporters were unresponsive or became aggressive, saying things like, 'Hey, I found something, I need my money now,'"* he remarked. This added even more stress to the team.

If the goal was to reduce Globality team workloads, it wasn't working; in many cases it actually created additional complexity. Managing a whole program has many moving parts and Lindholm's time was wearing thin.

Lindholm and the team knew they needed a solution that helped them move with greater confidence and speed. In an industry like AI, moving faster was everything.

GETTING SPEED PLUS ASSURANCE: GLOBALITY PICKS INSPECTIV

Lindholm knew Globality needed a solution that reduced cost and stress while improving readiness. After learning more about how Inspectiv worked, Globality realized they'd be getting better vulnerabilities intel — and help with actual mitigation.

Those two factors combined to unlock something bigger. *"The most valuable thing we get is speed. At the end of the day, engineers are incredibly busy, and product always wants a new feature out the door."*

This meant Globality could confidently grow and evolve their platform to keep up with customer needs. *"It's no longer taking months, and the number of issues that are reported that are actual vulnerabilities is almost total — it's rare to get an error."*

Vance also immediately noticed the time and attention that the Inspectiv team was investing in understanding Globality's business and technology needs. He is certain this will drive closer cooperation as the Globality platform grows. *"Since you are integrated into the platform and understand its functionality, we can easily ask the Inspectiv team to test new features as they are released."*

The other enormous benefit to the Inspectiv partnership was the ability to see and measure progress made towards continuous security. This was a huge obstacle to gaining buy-in from leadership, but Lindholm saw quick progress with Inspectiv. *"Being able to show them actionable KPIs is critical to help them understand what we are doing, why we need this, and how this helps us achieve our business objectives."*

This alignment is critical to Globality keeping up with new technology — and ahead of their competition.
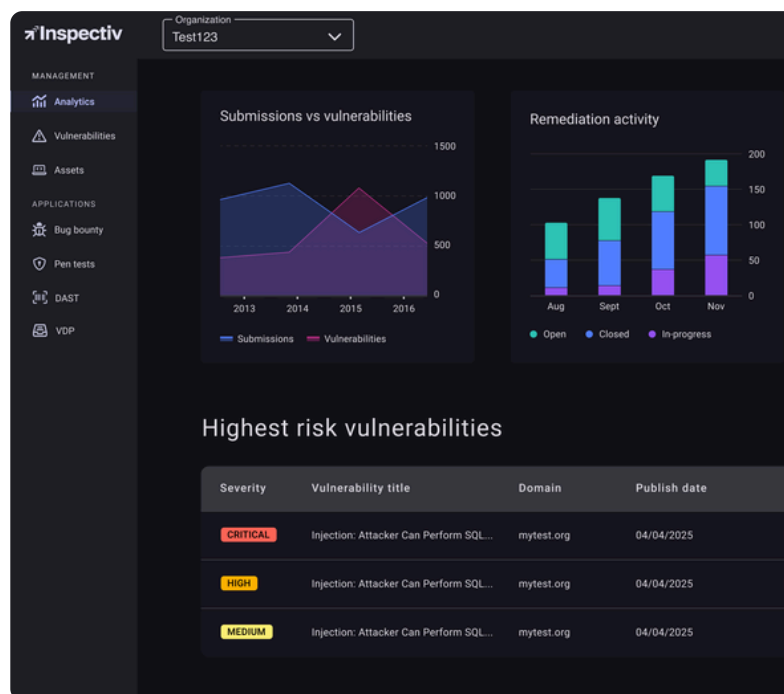
GLOBALITY + INSPECTIV: A PARTNERSHIP OF EXPANDING TRUST, TECHNOLOGY, AND SUCCESS

As more businesses look to harness the power of AI, platforms like Globality will continue to grow. And as Globality evolves continuously to deliver greater speed and clarity to its customers, Inspectiv will do the same for Globality's software security, giving them a platform and a partner they can trust moving forward.

Lindholm knows Inspectiv is committed to keeping pace with their growth, adding new expertise and efficiencies as required. *"As a company grows, the security team grows. But it's never going to be big enough to do everything on its own. That's why partners like Inspectiv are so important, and we'll continue to partner because you're so good at what you do."*

Before Inspectiv

❌ Unreasonable costs

❌ Unpredictable, variable bug bounty costs

❌ Lots of low-quality, unactionable information

❌ Unresponsive, unhelpful researchers

❌ Unclear and incomplete remediation instruction

After Inspectiv

✔ Continuous coverage priced for mid-sized companies

✔ Fixed, predictable prices and agreements

✔ Precise, focused, prioritized findings

✔ Dedicated assistance and expertise

✔ Clear steps to help resolve every issue

↗" Inspectiv

Inspectiv is an all-in-one AppSec testing platform that simplifies the process of discovering, validating, and remediating vulnerabilities. By offering penetration testing, bug bounty programs, dynamic application security testing (DAST), and vulnerability disclosure (VDP) in a single solution, organizations can reduce risk, maintain compliance, and strengthen their security posture. With streamlined management, minimal operational overhead, and predictable pricing, Inspectiv delivers impactful results that make security testing more efficient and effective.

Ready to get started? Schedule a demo today.

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