



Black Knight Risk Management

REGULATOR-GRADE JUDGMENT. OPERATOR-LEVEL EXECUTION.

FOR TECHNOLOGY &
SOLUTION PROVIDERS

Your product is ready. Your buyer's risk committee is not convinced yet.

Black Knight Risk Management is a boutique advisory firm founded by a former OCC and NYSDFS IT and cybersecurity bank examiner. We work as the embedded regulatory layer for technology firms, vendors, and solution providers selling into banks and financial institutions. These are the firms whose deals stall not on product, but on third-party risk review.

WHAT WE DO FOR TECHNOLOGY FIRMS

- ◆ **Vendor Diligence Readiness.** We prepare your security, control, and governance documentation for the third-party risk reviews your banking prospects run, before they send the questionnaire.
- ◆ **AI Governance for AI-Enabled Products.** Model risk, explainability, human-in-the-loop controls, and documentation of dynamic model updates. The bank holds the regulatory bag; your evidence is what lets them buy.
- ◆ **Framework Alignment.** ISO 27001 and 42001, NIST CSF and AI RMF, FFIEC, and NYSDFS Part 500, mapped to what your buyer is actually examined against.
- ◆ **Regulatory Layer for Engagements.** We sit alongside your engineering and delivery teams as the compliance and cyber risk layer, so regulated clients get one accountable answer instead of two.
- ◆ **Co-Selling & Executive Access.** We join the room as the independent regulatory voice, and we convene the audience: executive briefings and fireside sessions that put you in front of the buyers you want.
- ◆ **Examination Support for Your Clients.** When your client's examiner starts asking about you, we answer in the language and evidence format the examiner expects.

WHY BLACK KNIGHT

- ◆ **We know the questions before they are asked.** Founded by a former federal (OCC) and state (NYSDFS) examiner who reviewed third-party and service provider risk at institutions from under \$1B to roughly \$5T in assets.
- ◆ **We shorten the security review.** Most vendor deals stall on evidence, not capability. We build the evidence package that clears the risk committee.
- ◆ **Independent credibility.** A regulator's judgment carries weight your own sales collateral cannot. We are not your marketing department.
- ◆ **Proven as a partner layer.** Currently serving as the cyber risk and compliance layer for a technology firm's financial services AI practice.

PROVEN RESULTS

- ▶ **Service Provider Examinations.** Served as Deputy Liaison for two multibillion-dollar service providers, coordinating interagency examinations across the OCC, Federal Reserve, and FDIC.
- ▶ **De Novo Charter.** Led the technology review of a start-up institution's full stack, enabling licensure with zero post-charter remediation.
- ▶ **Coderio Partnership.** Regulatory and cyber risk layer for a technology firm's financial services AI vertical, including a co-hosted executive session for 30 C-suite and VP-level banking leaders.
- ▶ **Executive Audience.** 175 executives, practitioners, and students reached across six engagements in 2026, spanning banking, insurance, and cybersecurity leadership.

WHERE TO START

Vendor Readiness Assessment

We run your documentation and controls against the third-party risk review your banking prospects will run, and tell you what will stop the deal.

AI Governance Readiness

Governance framework, model risk documentation, and control evidence for AI-enabled products sold into regulated institutions.

Co-Hosted Executive Session

A joint briefing or fireside chat that puts your team in front of banking executives, with the regulatory credibility already in the room.

WHAT YOU GAIN

Fewer deals stalled in security review. Faster onboarding into regulated buyers. A regulatory answer your prospects trust because it does not come from your sales team. And a partner who has already sat on the other side of that review.

CONTACT

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