

YOUR PARTNER IN SCALING AND ENHANCING YOUR COMPLIANCE OFFERINGS

You already have Compliance Manager GRC — the No. 1 compliance management software — but do you have the compliance expertise and project management staff to scale your compliance offerings and really grow your MSP business?

Now you can get the support you need to maximize your compliance offerings by tapping into our subject matter experts and leveraging our huge team of specialized compliance project operations managers.



Compliance Services Pro takes care of the heavy lifting for you

We supply you with the direction and guidance you need and manage the entire compliance process so that your team can focus on doing what they know best and do best — solve client issues.

Here's what you get with Compliance Services Pro, all for one low fixed cost:

- Guidance from high-level compliance experts without paying exorbitant consulting fees
- Support of a large team of project managers, eliminating the need for you to hire new staff
- Help with getting the right stakeholders (across various departments of your client's organization) engaged in the assessment process by optimizing the use of Compliance Manager GRC's role-based architecture
- Enhanced in-product guidance that will be automatically made available in your Compliance Manager GRC software
- Assistance with delivering compliance reports to your clients



Get help from compliance experts

You get access to compliance experts for each standard who can guide you behind the scenes or engage directly with your clients. You'll get tangible recommendations with real-world next steps that you can leverage for quarterly touch points with your clients.



Keep the compliance process in motion

We make sure that the process never stalls and nothing falls through the cracks. We help you ensure that your client decision makers are engaged and invested in the success of their own security and compliance efforts.



Extract the most value out of your software investment

We make sure your Compliance Manager GRC software is properly configured for the engagement, and help with data collection, proper generation of evidence of compliance and timely document generation.

Save time, money and improve security assurance delivery

Bringing in Compliance Services Pro as your compliance delivery partner is the proven way to enhance the security posture of your clients while also containing your own costs. Whether you already deliver compliance services or are just starting out, we can help you:

- ✓ Keep your team billable on other high-value projects
- ✓ Lower project management overhead
- ✓ Eliminate the need to hire additional (or any) security and compliance experts
- ✓ Offer security and compliance services to more clients with predictable, incremental costs
- ✓ Lower the cost to your business to deliver Security and Compliance Assessments

Increase recurring revenue and overall client satisfaction

Some of your clients probably don't ask for compliance services or may not know what it even means. However, they all understand the need for IT security. With our help, your clients will truly appreciate what you do along with their own roles and responsibilities.



Here's how we can help drive revenue and enhance client satisfaction:

- ✓ Attract new business or cater to the regulatory requirements of existing clients
- ✓ Get your client executive stakeholders more involved and engaged in the process
- ✓ Identify and support new billable projects based on assessment results
- ✓ Provide clients with high-level executive summary presentations that demonstrate your value



The Compliance Services Pro proven process

The Compliance Services Pro team has developed a proven process for effectively, efficiently and accurately managing compliance projects of all types and sizes.

Here's the process we'll follow with you:

- Set up Compliance Manager GRC based on your scope and requirements
- Run the initial compliance data scan
- Generate the interim worksheets and ensure they are completed by the right people in a timely fashion
- Manage the completion of Plan of Action and Milestones (POA&M) by your team
- Help generate periodic reports to share with your clients
- Participate in the end-client meetings as a compliance subject matter expert if you opt for CS-Pro Premium

Given below is a snippet of the features of CS-Pro's Standard and Premium services:

YOUR CHOICE OF PLANS

We offer two levels of service — Standard and Premium — depending on your needs. The table below summarizes what's included in each:

FEATURES	STANDARD	PREMIUM
Deployment and configuration of Compliance Manager GRC	✓	✓
Team of dedicated project managers to keep your compliance efforts on track	✓	✓
Quarterly Executive Deliverable with prioritized roadmap and supporting reports	✓	✓
Enhanced self-guided assessment expanded in-product explanations	✓	✓
Custom, role-based workbook and controls assignment mapping	✓	✓
Delivery preparation meeting with your primary point of contact	✓	✓
Compliance Concierge Service, including up to four 1-hour control assessment guidance sessions led by our subject matter expert		✓
Direct stakeholder expert delivery assistance with compliance subject matter expert		✓

Show your clients even greater value and generate even higher trust

At the end of the day, offering compliance management services through Compliance Services Pro will result in more recurring revenue for you and a greatly improved security posture for your client. With our Quarterly Engagement Plan, your client will truly understand the value you bring, elevating client trust level to new heights.



Here's what our Quarterly Plans include:

Regulatory or best practices changes

- Leverage the Compliance Manager GRC platform to reassess regulatory compliance based on the latest updates

Improvements in environment since last engagement

- Highlight the success of your Compliance Manager efforts since the last report
- Use as a lever to move lagging projects forward

Current threat landscape

- How have security threats evolved since the last report
- What environmental changes have been discovered during the quarterly assessment
- Reprioritization of the security and compliance roadmap

[Contact us today](#) to make Compliance Services Pro your partner in expanding and improving your compliance offerings.