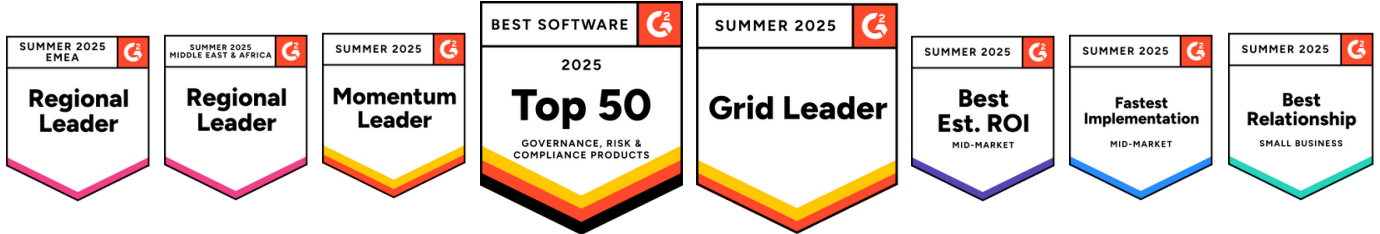


# 2025 G2 LEADER & BEST SOFTWARE PRODUCT IN GRC



## DISRUPTING LEGACY COMPLIANCE WITH **AI AUTOMATION**

**Fact:** Every technology company **must** meet regulatory and security compliance requests.

At Scytale, we leverage automation and AI to streamline and simplify the compliance journey for all segments. We do this for **30+ frameworks, including: ISO 27001, SOC 2, HIPAA, GDPR, POPIA, DORA, NIS 2, PCI-DSS** and many more.



Market leader in **>45 countries** with **600+ customers** all on AWS.



SaaS revenue program **contributes to your revenue**

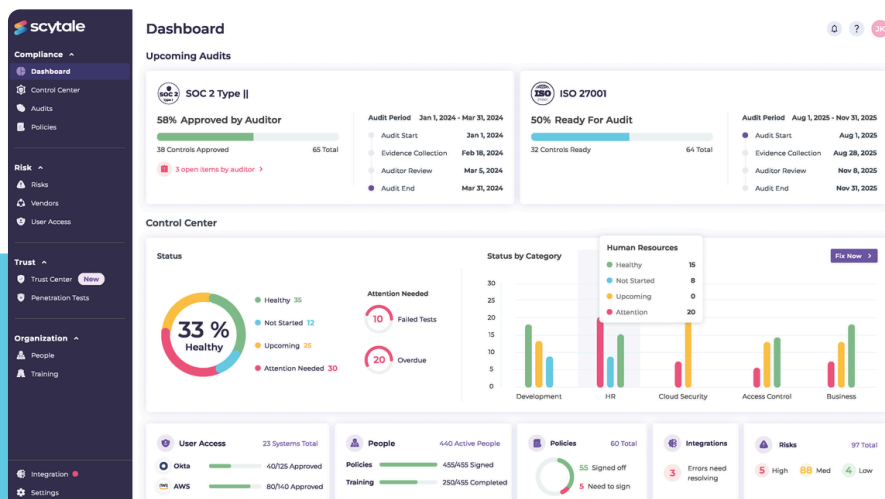


**Local presales and demo support** for your accounts.



Local **channel partners** and **dedicated alliance lead**.

[Check us out on AWS Marketplace](#)



OUR **ALL-IN-ONE** COMPLIANCE HUB

## KEY CHANNEL **FACTS & FIGURES**

### **WIN WIN WIN FOR PARTNERS**



100% AWS  
Marketplace, 5%  
discount for CPPOS



Targeting for 35% of  
2025 ARR via Partners



95%+ renewal rate -  
high stickiness &  
large expansions



Dedicated Partner  
Managers in all  
GTM regions



Average deal size  
10K-500K with ~1-3  
month sale cycle



30% of every deal is  
professional services



30% of renewals  
include upsales

## JOIN A SCALING **\$12B MARKET!**



### **High Demand & High Stickiness**

Virtually every technology company needs compliance. With Scytale's 95%+ renewal rate, you open up consistent recurring revenue for your organization



### **Growth Accelerator**

Compliance is too often a prerequisite to close deals. By bundling Scytale, you remove obstacles, shorten sales cycles, and win bigger deals with your customers.



### **Competitive Edge**

Differentiate your portfolio with a robust compliance automation solution that streamlines processes, reduces time-to-audit, and keeps your clients compliant year round.



### **Strengthen Client Trust**

By delivering reliable, proven compliance services, partners bolster their reputation as a one-stop security provider while clients gain confidence knowing that compliance risks are under control.

## Regulatory Compliance Management Software **Global Market Report 2025**

