

2025 G2 Leader & Leading 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 **40+ 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**

