

2025 G2 Leader

& Leading Product in GRC.

















Disrupting legacy compliance with **Al 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**

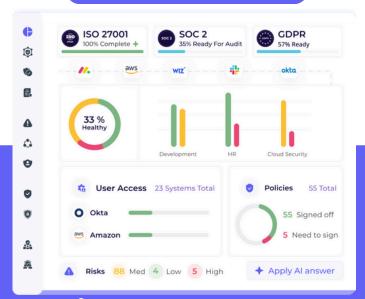


Local presales and **demo support** for your accounts.



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

