Adoptech battlecard

adoptech

Company overview
Manage compliance, audits and certifications through a user-friendly cloud platform with expert support.

Product
- A managed service that provides expert support, monitoring and all the guidance required to achieve and maintain compliance
- Makes compliance, audits and certification simple across multiple frameworks including ISO 27001, SOC 2, DORA and GDPR
- Eliminating compliance challenges like managing various standards, security controls and documentation across multiple frameworks
- One dashboard provides full visibility of compliance tasks and documents
- Automating 90% of tasks, streamlining security processes, reviews and audits to meet a range of industry regulations

Benefits
- Save time and resources with Adoptech's managed service that does all the heavy lifting
- 100% certification pass rate for frameworks ISO 27001, SOC 2, GDPR, DORA and more
- Stress free automated compliance management that streamlines compliance tasks, keeping policies, reports and certifications in one place
- Scalable for businesses as they grow without increasing workload
- Complete peace of mind, continuous monitoring gives real time insights, keeping business audit ready and ahead of compliance risks
- Smooth migration from any other compliance platform

Adoptech compared to Secureframe, Vanta and Drata
Adoptech stands out from its competitors due to its high levels of support and monitoring.
Through its managed service, Adoptech's expert team stay on top of every aspect of compliance to ensure businesses do the right thing.

Drata overview	Vanta overview	Secureframe
• Automation platform to obtain and maintain compliance. • AI-powered capabilities to automate tasks • Workflows, automation, and integrations streamline compliance processes **Cons: aimed more at larger organisations**	• An automation platform that automates work associated with security and privacy frameworks • Offers real-time compliance monitoring provides visibility into compliance posture • Supports policy creation and management **Cons: high pricing with limited customisation and ineffective support**	• Automation platform designed to streamline compliance processes • Real-time monitoring, automated evidence collection, integrations, customisable controls, role-based access control and automated compliance documentation **Cons: main focus is EMEA market and has limited/ ineffective support.**

Objection handling

"We don't need compliance certificates": Many of your suppliers or customers may require certain security measures to work with you. Without them, you're cutting out a segment of the market. Adoptech allows you to meet security measures easily.

" We already use X": Adoptech stands out for exceptional support that saves time and money. Other providers lack the guidance and support businesses need to stay on top of compliance tasks, often stating 'fully automated' when it's not. Adoptech does all the heavy lifting with dedicated experts that oversee everything.

"Our manual processes work fine, we don't need compliance software": Manual compliance processes are time-consuming, prone to human-error and difficult to scale. Adoptech frees up time for you and your team, automating 90% of compliance tasks improving accuracy and removing the need for you to deal with low-value tasks.