SPRINTO

# Navigating the Compliance Software Market: How to Find Your Perfect Match

Finding the right compliance management software can be overwhelming, to say the least.

There are too many similar-looking security compliance products that promise the same experience, making it difficult for you to pick the right solution.

The good news is that you don't have to navigate this complex landscape alone — We've put together a comprehensive comparison guide to help
you choose the right platform for your business. So, let's get started!
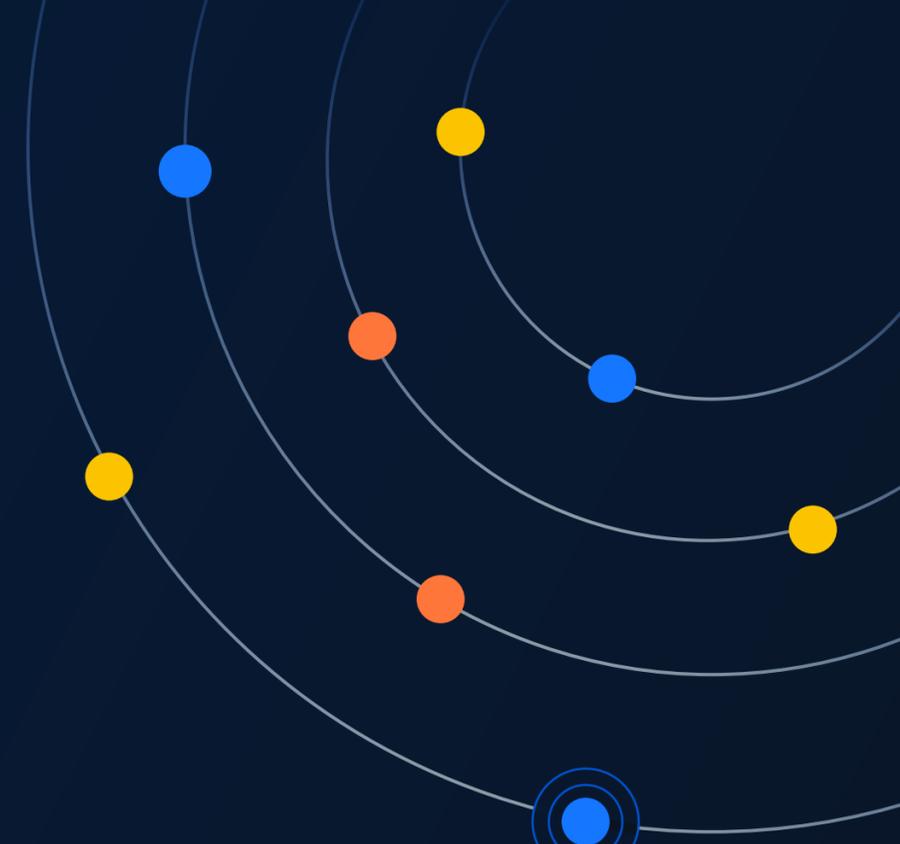
Questions to ask before choosing a Security Compliance Automation Platform

01. Effort and Time

Many compliance automation solutions promise a plug-and-play experience but, in reality, require many, many hours to set up and configure, draining the team's bandwidth and eating into CTO hours. It's important to understand upfront the true time and investment that will be needed from the leadership team and other key stakeholders during the compliance process.

Theme: Time & Effort	High effort	Medium effort	Low effort
How much leadership time and effort is needed for implementation?	>40hrs	12–25hrs	<12hrs
Does the tool allow you to continuously monitor all controls, automatic and manual from within the platform?	No	Partially	Yes

02. Support & Guidance

Compliance can be challenging, especially for businesses that are just starting on their compliance journey. While most compliance platforms offer documentation and tutorials to guide you along the way — sometimes that's just not enough. You will find yourself in complex situations that go beyond the resources offered by the platform and require specialized compliance experts.

Theme: Onboarding	You're on your own!	Limited Support	We do it with you!
Does the platform provide an implementation playbook?	No, just tutorials and documentation.	Yes, it offers a product demo followed by recorded tutorials and email support	1. Walk-through and dedicated onboarding sessions with Compliance Experts 2. How-to articles and documetation 3. In-app Support
Does the platform offer on-demand compliance experts for guidance?	No	Only for certain time-zones	Yes, across all timezones
Does the platform offer dedicated support during audits by engaging with the auditor on your behalf?	No	Only introduce you to the auditor and leave you to fend for yourself	Yes — you get a dedicated compliance manager that co-ordinates with the auditor and drives your audit-journey
What is the Time to First Response across timezones	Takes 1–3 business days to respond	Typically responds within 24hrs but only in certain timezones	The FRT is between 1–2 hours for all timezones.

03. Product Features to make implementation seamless

Compliance is no walk in the park, different compliance frameworks have varying regulations.

It's always a good idea to look for platforms that offer unique features such as custom workflows, productized controls as opposed to document-based controls, in-built MDM software, etc. to make the journey more manageable.

Theme: Unique features	!	Meh	Awesome!
What % of total controls are automated?	<50%	50–60%	>70%
What % of total controls are monitored (automated or manual)?	<50%	50–70%	>95%
Is the MDM agent privacy aware?	No	Not yet, feature is on the road-map	Yes
Does the platform offer support to handle special cases to prevent exceptions ? For e.g, an employee on a sabbatical may not be able to finish their security training	No	Not yet, feature is on the roadmap/ Partially, for certain edge cases	Yes
Does the platform have a built in tiered escalation model to prevent exception (supported with alerts), for checks that are about to fail?	No	Not yet, feature is on the roadmap	Yes

Does the platform offer built-in pre-configured Risk Assessment library?	No	Not yet, feature is on the roadmap	Yes
Does the platform offer built-in Role based access control management function?	No	Not yet, feature is on the roadmap	Yes
Does the platform offer built in Incident monitoring & Data Loss tracking	No	Not yet, feature is on the road-map / Yes, but at an additional price	Yes
Does the platform offer a separate auditor friendly dashboard?	No auditor-dashboard	Provides an auditor dashboard but requires back and forth	Yes, the product collects evidence in an auditor-approved format and displays it on an auditor-console, resulting in faster audits

04. **Scaleable?**
Platform Grow with your
business needs?

As you move upmarket, you will require compliance certifications for multiple frameworks such as CCPA, Fedramp, PCI DSS, HIPAA, and so on. To make your life easier, it's a good idea to choose a compliance automation platform that supports several frameworks and comes with pre-loaded control mapping. With pre-loaded control mapping, you can build on your existing compliance work to become compliant with new frameworks more easily without starting from scratch.

Theme: Scalability	Will limit you	Will slow you down	Will grow with you
How many frameworks does the compliance solution support out of box?	<50%	50–60%	>70%
Does the platform support Common Controls Framework (automatic mapping of controls across multiple frameworks)?	No	Partially	Yes
How much effort is involved in implementing an additional framework	As good as start from scratch	40–60% effort requiring redoing the same things	Incremental, about 10–20% effort for new controls

05. Cost of Ownership: Platform and Additional tools

Compliance can be costly. Certain GRC tools and compliance platforms require you to purchase additional tools such as MDM software, Incident tracking software, vulnerability scanner, security training implementation fee, etc., adding up to your costs. To reduce the burden on your budget, consider a tool with in-built capabilities or strong integrations, allowing for a comprehensive security compliance journey without needing separate purchases.

Theme: Cost	You're on your own!	Limited Support	We do it with you!
How much is the compliance platform cost?	$25,000 – $50,000	$15,000 – $25,000	$7000 – $15,000
Does the platform require me to buy security training?	Need to engage with an agency / platform that provides training leading to additional costs	The platform has a few integrations but will cost extra	In-built
Does the platform require me to buy an MDM tool?	Need to purchase	The platform has a few integrations but will cost extra	In-built
Does the platform require me to buy a separate incident tracking tool?	Need to purchase	The platform has a few integrations but will cost extra	In-built

* VAPT tests are mandatory and usually need to get done outside the platform. * VAPT tests are mandatory and usually need to get done outside the platform.

06. Audits Related

Audits can be complex and demanding on both time and resources. Consider a compliance platform that automates evidence collection — tailored to meet auditor requirements and gives you dedicated compliance managers who do all the heavy lifting for you, ensuring your audit process is a breeze.

Theme: Scalability	Will limit you	Will slow you down	Will grow with you
Does the platform offer a preferred network of auditors?	No	Yes, but doesn't offer big 4 audit firm expertise	Yes, offers a wide network of auditors with big 4 expertise
Does the platform allow you to bring your own auditor?	No	Yes, but only limited to certain firms / auditors	Yes, you can onboard an auditor of your choice

What are some must-have features for a Security Compliance Automation Platform?

Theme: Onboarding	We do it with you!
Supports current and future framework requirements. Automatically uses existing controls and maps them to other frameworks	Move upmarket, scale faster, win more
Supports automated integrations with all the cloud infrastructure	Accelerate set-up time by 10× Ensure all your data is protected
Supports 24×7 real-time monitoring of the compliance status	Stay on top of compliance always
Offers automated as well as manual evidence collection	To ensure nothing slips through the cracks
Provides an auditor-friendly dashboard with all evidence data	Faster audits and certifications
Gives out-of-box policies template & supports customization of the same	Meets your unique business needs
Offers out-of-box security training & supports customized training based on compliance frameworks	Trains employees better

Supports work flows related to onboarding & offboarding of employees	Ability to handle edge cases
Provides a way to share security posture (publicly and on-demand)	Improves brand credibility and trust. Helps increase sales.
Provides a way to do Integrated Risk Management & Remediation — auto-mapped to Controls	Lesser back & forth Streamlined Compliance
Provides a way to do Vendor Management (pre-assessed)	To ensure data protection and compliance at all times
Provides a way to do Change Management (automatic creation of list of all code changes)	To maintain the security & integrity of your systems and to stay compliant, always
Provides a way to run Access Control (built in role-based and automated instead of ticket based)	Efficiently manage access, reduce risk of unauthorized access, save time and effort
Provides a way to do Vulnerability Management (Track Pentest vulnerability to closure)	To identify and address vulnerabilities in a timely manner to reduce risk and improve overall security posture
Provides a way to do Incident Management (Built-in instead of ticket based) — with data loss tracking	To raise and track real-time alerts for breaches, security threats, data loss, etc.

Provides a way to do staff device Management (Built in instead of paid vendors)	In-built MDM software to avoid extra expenses
Provides a way to monitor non-automated controls	To evaluate areas for improvement, fix security gaps and maintain compliance
Supports all people-ops compliance measures	To reduce the risk of compliance-related issues and penalties and to ensure compliance at all times
Provides a consolidated and complete view of the compliance status	Single-screen status management, no toggling between tools / spreadsheets

What are some Red flags to watch out for in a Security Compliance Automation Platform?

Tools promising 100% automation

Beware of platforms that set inaccurate and unrealistic automation expectations but don't deliver on their promise. Security compliance cannot be fully automated as of today and requires certain degree of manual intervention.

Slow customer support

Choose a company that provides support in your timezone and is available across channels such as email, live chat, social media or phone.

Shrink-wrapped product

Watch out for products that have a set of pre-defined rules and regulations and may not be able to adapt to new regulatory changes or industry standards.

One-size-fits-all

Most software compliance platforms blanket apply the same checks across all entities, resulting in compliance failures. Choose a platform that sweeps through your entities and checks them depending on the context, ensuring an intelligent compliance engine for your business.

Lack of Tiered escalation

Checks don't go from pass to fail in one go. Most software tools warn you about failing checks only after they turn red. Choose a tool that warns you before anything turns red so you have enough time to fix problems before going to audit.

Support for automated and non-automated checks/controls

Most compliance platforms don't allow you to track manual checks on their dashboard. Go for a platform that allows you to monitor all checks – automated and manual– on a single dashboard. Stay on top of your game and ensure complete compliance with confidence

The product hasn't released any new features

The key to finding the right tool is to look for the frequency of updates, as it clearly indicates how much the company is investing in improving its product. Check the company's blog/product announcements to see if the Compliance automation tool you're considering is truly at the forefront of innovation.

Bad customer reviews

Refer to software comparison websites like G2, Capterra, etc to learn more about how businesses are using these platforms. Also, keep an eye out for how the company responds to negative reviews to evaluate how much the brand cares about its customers' concerns and complaints.

Make the right choice!

Choose a centralised security compliance management platform– so nothing gets in the way of your moving up and winning big.

About Sprinto

Sprinto is a security compliance automation platform for fast-growing tech companies that want to move fast and win big. By automating control mapping and monitoring, Sprinto helps hundreds of tech companies worldwide to get compliant and complete security audits quickly and successfully.

Sprinto supports over 20 security compliances, including SOC2, ISO27001, GDPR, HIPAA, and PCI-DSS, through air-tight, ready-to-launch, auditor-grade programs. Built on a smart, scalable architecture, growing with compliance is possible with Sprinto.

Want to learn how Sprinto can help you in your compliance journey?

Reach us at sales@sprinto.com