

HOW STREAMNATIVE'S ENTERPRISE-GRADE SECURITY POWERS THEIR RAPID GROWTH

How Drata, Eden Data and Prescient Security combined forces to accelerate StreamNative's complex enterprise-grade compliance journey and win in the market

INTRODUCTION

StreamNative is a leading provider of cloud-native data streaming solutions. More than 100,000 developers at the world's largest organizations build mission-critical data streaming and messaging systems on their technology. To build trust and win in the market, StreamNative partners with Eden Data to achieve enterprise-grade compliance and cybersecurity programs.

"Compliance and cybersecurity have always been a focus because our products are designed to help organizations process and manage vast amounts of real-time data, these areas are key parts of our growth and risk management because they enable us to continue building secure, scalable solutions that meet the needs of enterprise customers in regulated industries."



Sijie Guo, CEO StreamNative

Guo echoes the sentiment of many fast-paced startups that are prioritizing compliance and cybersecurity as much for risk and regulatory reasons as for go-to-market objectives.

CHALLENGE

Prior to working with Eden Data, StreamNative set ambitious goals to build trust in the market, seeking compliance with SOC 2, ISO 27001, PCI, GDPR, and HIPAA, each standard demanding in its own right. With modest overlap in the controls, startups pursuing compliance independently could expect to spend at least two years achieving compliance across those frameworks.

"With a small team wearing multiple hats, we knew that partnering with a well-respected firm would help us navigate the complexities of compliance and cybersecurity more effectively," says Guo. "Managing these areas internally was difficult, and we recognized that our limited audit experience could impact our results."



Sijie Guo, CEO StreamNative

StreamNative selected Eden Data due to our firm's expertise, track record, and partnership with Drata, which aligned with their existing security tech stack.

SOLUTION

By collaborating with Eden Data and the reputable auditor, Prescient Assurance, StreamNative accelerated their compliance and cybersecurity journeys, and seamlessly passed audits without findings.

"As an independent auditor, we greatly appreciate the partnership with Eden Data. The professionalism and due diligence demonstrated by teams at StreamNative and Eden Data made the audit experience fast and frictionless."



Sammy Chowdhury, Co-founder & Chief Compliance Officer at Prescient Assurance.

StreamNative outlined five benefits to working with Eden Data:

- **Clear and consistent communication** via a connected Slack channel, rather than additional emails in cluttered inboxes
- **Advisory tailored to business objectives**, rather than boilerplate suggestions
- **Hands-on** extension of the team configuring GRC software and managing audits, not just arms-length recommendations
- **Understandable expertise** from working with 200+ other high-growth startups
- **Established working relationships** with auditors like Prescient Assurance and other partners across the ecosystem

"The folks at Eden Data excel at collaborating, brainstorming, and offering valuable guidance on how to improve and iterate our internal strategy. Their support has been integral to enhancing our compliance and cybersecurity efforts while also empowering our internal team to drive lasting improvements."



Sijie Guo, CEO StreamNative

RESULTS

One of StreamNative's key cybersecurity and compliance objectives was to establish themselves in the market as a trusted partner.

"By investing in Eden Data's guidance and support, we knew we would be strengthening our own security and compliance stance, which would ultimately enable us to on-board more customers," Guo explains. "This investment was not just about immediate savings but about long-term growth, as it allowed us to demonstrate our commitment to robust security practices and meet the needs of customers who require a high level of compliance."

According to Guo, StreamNative's enterprise-grade cybersecurity and compliance posture has contributed to more opportunities and smoother information security reviews, particularly with demanding Fortune 500 buyers.

Thinking about advice he'd give to early-stage technology startups, Guo stressed the importance of starting early when it comes to compliance. "I recommend prioritizing the development of a strong security strategy early on and seeking expert support where possible. This proactive approach will not only reduce risks but also set the stage for long-term growth and success."