

5 Signs You Need Managed Compliance

Whether you're a lean SaaS team or a mid-market org juggling multiple priorities, there's a point where managing compliance internally starts holding you back. **Below are clear signs it's time to rethink your approach—you may find compliance as a service is just what you need!**



1

You're losing deals because of security questionnaires or lack of certifications.

You can't afford to stall in procurement cycles. SOC 2, ISO, and others are now "table stakes."

2

You're spending too much time getting (and staying) audit-ready.

You didn't hire engineers to chase evidence or write policies.

3

You have one person wearing five hats. And none of them say "compliance."

When compliance is everyone's side job, things unfortunately fall through the cracks.

4

You already have one framework, but now you're being asked for another.

SOC 2 was doable... now a customer wants ISO 27001, HIPAA, or AI-specific controls.

5

You're wondering if there's a more scalable way to do this.

There is. And it doesn't require hiring a full team.

If you thought "this is definitely us" after reading these 5 signs, you're not alone. Most teams don't realize how much time, revenue, and energy compliance is draining. In fact, we have a few more signs for you to ponder...

You're relying on spreadsheets, scattered tools, and tribal knowledge. And every audit season, it shows.

You've had turnover in security or compliance roles. You need continuity, not chaos.

You're stuck in a fire drill every audit season. You pass, barely, and then start over from scratch next year.

You're thinking about hiring someone just to own this. Or... you could hand it all off to a team that does this every day.