

# Start-Up SaaS Audit Success Story

with Unqork



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## Compliance at Unqork

Unqork, the no-code platform serving financial services and insurance companies to radically accelerate client acquisition and onboarding, obtained a SOC 2 Type II attestation in its second year of business, along with meeting other compliance goals. Information security was part of the conversation at Unqork from its inception, which is why a CISO, Christine Ray, was the fifth hire. Ray explains, "As a start-up, if you're going to deal with data that has privacy and compliance requirements or talk to customers that are heavily regulated, you have to think about that in your initial design and business strategy because that's the success. That's the difference between being profit positive inside of one year and being profit positive at year seven."

Recommendation  
Score:



Online Audit  
Manager Score:



## Value of a SOC 2 Audit

When Unqork built its platform, they wanted to pursue compliance to ensure that what they were building was secure. Ray explains, "We pursued SOC 2 compliance and included the privacy category because our target audience is new applications or service applications that are going to have sensitive information. We want to be able to tell our clients and our clients' customers that the framework that we've built and the design or architecture that we've built is as secure as is available on the market because that builds a lot of confidence and meets industry requirements. We knew that the sooner we could close that gap and prove to our customers and prospects that we've rolled out an information security program, thought about the processes and procedures, and considered privacy laws and requirements around the globe, that opens the door to more conversations and builds confidence in Unqork as a vendor."

## Did KirkpatrickPrice Deliver on Their Quality Guarantees?

The differentiators that stood out to Unqork's CISO about KirkpatrickPrice were the Online Audit Manager (OAM) and the cloud experts. Ray explains her thoughts on the OAM, "We're a small company, but as we grow, the OAM is architected in such a way that you can delegate the questions out to the right people in your team and get accurate answers. It also alleviates businesses from having a single point of contact that must do it all. Having an online platform with delegation and tracking capabilities plus the feedback from the auditor in a digital format, along with the daily email reminders, is a great way to keep the audit process moving forward. The OAM is a great tool for being able to ensure that the audit stays visible to the organization."

1

Streamline Your Audit

2

Partner You with an Expert

3

Deliver a Quality Audit

Because cloud technology is new and evolving, the industry lacks best practices that are known and understood. That's why you want an auditing firm that does a thorough job and has auditors that understand the underlying technology, which is what you'll find at KirkpatrickPrice. Ray explains, "Choosing auditors that are technically adept and knowledgeable about cloud environments was critical to Unqork. You could certainly pick a KPMG or EY, but you're paying for that reputation in addition to whatever audit they're going to give you, and they don't have customizable audits. When we sat down with KPMG and other audit firms, sometimes they still didn't understand the differences in a SaaS cloud provider hosted system."