

## Why Soterion?

We specialise in helping companies to maximise their Governance, Risk and Compliance (GRC) processes. We understand the unique opportunities and challenges that exist when it comes to their GRC capability. Many companies feel overwhelmed and intimidated by SAP GRC and its seeming complexity and expense, and hence they are hesitant to even begin the process. Others may feel like they are not seeing the full benefit of their SAP GRC software. With the aim to get our customers to view GRC not as a burden, but as a real benefit, we've developed a number of niche GRC tools. Brought to you by our team of expert consultants situated around the world, we specialise in demystifying, uncomplicating and expediting the GRC process.

## How is Soterion Different?

Our entire business is focused around building GRC products to suit your team and your budget. Here are 3 key aspects to support the sales process:



# Why Soterion?

## i. Soterion's Deployment Options

Soterion has more deployment options than any other GRC tool on the market. Because companies differ, we've developed 4 ways companies can affordably handle GRC, whatever their internal capability.

### 1. Soterion - On Premise

This refers to an installation of the software on the customer's premise, or a cloud platform owned by the customer. The software is available as either a monthly rental, or an outright purchase.

### 2. Soterion Cloud – Light

This is an on-demand Software as a Service (SaaS) solution suited for those customers who require ad hoc or infrequent access risk assessments. Data is downloaded from the customer's SAP environment manually using Soterion's Data Extractor. These files are then imported into the customer's hosted Soterion database.

### 3. Soterion Cloud – Full

This refers to an installation which resides on a 3rd party cloud and where the customer is using the Soterion application as part of their daily operational activities and required continuous synchronisation between their SAP systems and the Soterion hosted database. SAPRouter is required to be installed in order to communicate between SAP and Soterion.

### 4. Soterion GRC Managed Services

This refers to Soterion GRC Consulting Services or our partners performing the GRC activities on behalf of the customer. These services are combined with the use of Soterion's GRC suite.

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### ii. Soterion's Compatibility Assessment (Proof of Concept)

#### Risk assessment with client's data

Soterion can extract data from a company's SAP system with minimal ease (no ABAP's/ transports etc). The data extraction process takes 30 minutes – and that is all the effort required from the client's side. No sensitive data is extracted as it is only the SAP authorization related data. Note: Some companies would like to see a demo with the standard demo database before agreeing to a demo with their data.

#### POC in a Soterion hosted environment

For those companies where we need to offer a Proof of Concept, we will create a Soterion database for them in Soterion's data centre and provide the client with logon details to this environment.

*Offer as short a POC period as possible i.e. 1 or 2 months max.*

*The more Soterion risk assessments that we can perform on companies' data, the more likely we are to sell software or services. We offer the initial risk assessment for free as there is very little cost for us in setting this up. However, the value that we can illustrate back to the client using their data is immense. It not only allows us to show off the capability of Soterion, but we can also offer advice from a consulting perspective on the results of this risk assessment. This is our opportunity to form a relationship with this client.*

*If we have access to the client's data, we have a reason to speak to them.*

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## Compatibility Assessment (POC) Process



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### iii. Soterion's GRC Maturity Roadmap

The vast majority of GRC implementations would be considered ineffective. These companies have implemented a GRC tool, but it is either under-utilised or there is minimal business involvement in the process. If the business is not actively participating in the process, the organisation's GRC capability is limited. A huge challenge for many GRC implementations is that they are purely technical implementations.

The implementation partner implements the software and their engagement ends there. The organisation is left with a GRC tool but they have no idea what to do with it.

Soterion has developed a GRC Roadmap to ensure Soterion customers extract maximum value from their GRC investment. Soterion is passionate that a company implements effective GRC.

By pushing the GRC Roadmap, Soterion illustrates that we are a solution driven company i.e. that we do not just want to implement our GRC software and let the organisation fend for themselves. We work with the customer to ensure they extract maximum value from their GRC investment through an enhanced GRC capability.



*It is very important to get Senior Management support for the GRC project. Without this, there will be limited business buy-in.*

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## GRC Maturity Roadmap

