ACL ANALYST UPDATE

June 2018

CONNECTION
ANALYSIS
DATA
SEARCHING
VERIFICATION
CODING
SENDING

Since the last update in the fall of 2017, we've been busy inventing and innovating to prepare ourselves for yet another EPIC product release in the spring of 2018. In the last issue we gave you a sneak preview and, as promised, in this newsletter we would like to give you a deeper dive on new and innovative developments that came out as part of our Spring 2018 release. As always, the goal of these analyst updates is to provide you with an insider's view on our customers, product, and stance in the GRC market.

As a reminder, previous analyst updates can be found on our Analyst Relations page.

IN THIS ISSUE...

ACL RECENTLY BECAME FRIENDS WITH...

The ACL GRCTM integrated Data-Driven* platform (DDGRC) continues to gain huge market momentum and increasing acceptance with customers across various verticals and solutions. Here are a few notable customers that have joined the ACL community since October 2017.

* Data-driven GRC" (DDGRC) customers refers to those with access to our analytics and GRC suite of products. Data-driven packages listed below are net-new and includes customers that have upgraded from analytics-only or GRC-only customers to DDGRC. "Package" refers to the combination of users (i.e. number and type of licenses as in '5 GRC' and '5 Analytics'), content (i.e. Suites) and services (i.e. Success Plans) purchased as applicable.

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DATA-DRIVEN ACL™ GRC WINS

Region	Company Description	Annual Revenue/ Budget (USD)	Subscription Term	Incumbent Solution	Data-Driven GRC Package*	Competition Knockout	Solution(s)	Buyer
North America	The company makes metal and plastic automotive components and assemblies, such as bumpers, grilles, hinges, interior panels and pillars, latches, pedal systems, parking brakes, and running boards.	3.4 billion	12 months	Manual	5 GRC IT Governance Suite	Sole source	IT Governance Focus areas: » IT Risk Management » IT Audit » IT Compliance	IT
North America	A software company which develops design, engineering, and digital entertainment software for application in the filming, gaming, manufacturing, construction, and civil engineering industries.	2 billion	14 months	ACL GRC (expansion into IT Risk Management)	34 GRC	Sole source	IT Risk Management Compliance Management Risk & Control Monitoring	IT
North America	A leading utility serving the northwestern United States providing electric service to nearly three quarters of a million electric and natural gas customers.	1.4 billion	52 months	Undisclosed	4 GRC 4 Analytics Financial Control Monitoring Suite	Sole source	Risk & Control Monitoring	IT / IT Audit
North America	Marketing automation company that provides software to comprehensively manage marketing campaigns, from email marketing and social media to event planning, lead management, and analytics to measure each campaign's effectiveness.	210 million	12 months	Manual	45 GRC 21 Analytics IT Governance Suite	ZenGRC	Integrated GRC Focus areas: » IT governance, risk management, and compliance » Business process mapping and governance » Strategic enterprise metrics and process alignment	IT
North America	A state Department of Human Services providing assistance for children as well as adults and families who are in need.	2 billion	12 months	Undisclosed	11 GRC 10 Analytics	Wolters Kluwer	Fraud & Corruption Monitoring Financial Control Monitoring Audit Analytics	Accounting & Finance
North America	A large, privately held bank serving the eastern United States.	158 million	12 months	LogicManager	31 GRC 2 Analytics Banking & Lending Suite	Undisclosed	Integrated Risk Management Focus areas: » Enterprise Risk Management » Audit Management » Compliance Management » Integrated analytics » Integrated content » Issue management » IT Governance » Operational Risk Management » Reporting, Dash-boarding & KPIs	Risk Management

Region	Company Description	Annual Revenue/ Budget (USD)	Subscription Term	Incumbent Solution	Data-Driven GRC Package*	Competition Knockout	Solution(s)	Buyer
🌐	🏭	💲	📅	💻	❄️	❌	✅	👤
North America	An operator of a major rail system of some 21,000 route miles in the eastern United States. The freight carrier links over 23 states, 70 ports, 240 short-line railroads, the District of Columbia, and two Canadian provinces.	11 billion	12 months	Undisclosed	28 GRC Audit & SOX Success Plan	Workiva, Wolters Kluwer	Audit Management Focus areas: » SOX compliance » Data analysis & automation » Broader GRC Functionality	Internal Audit
Asia Pacific	A holding company with interests in shopping mall development and management, retail, real estate development, banking, and tourism in the Asia Pacific Region.	7.3 billion	36 months	Manual	6 GRC 7 Analytics	Sole source	Risk & Control Monitoring Focus areas: » IT Audit » Financial Audit » Operational Audit	Internal Audit
North America	A not-for-profit organization that operates a network of hospitals and other health care facilities in the eastern United States.	5 billion	36 months	ACL Analytics AN	16 GRC 22 Analytics Analytics Success Plan	Sole source	Risk & Control Monitoring	Internal Audit
North America	A global building materials company that provides products and service to customers and communities in more than 50 countries throughout the world, and maintains trade relationships in nearly 100 countries.	2.4 billion	12 months	Undisclosed	6 GRC 8 Analytics Financial Control Monitoring Suite	IDEA	Audit Management Focus areas: » Sarbanes-Oxley (SOX) Compliance » Work paper Management » Internal Controls Management » Operational, Financial, Special investigations audits	Internal Audit
North America	An industrial building materials company headquartered in Europe and listed on the New York and Australian Securities Exchanges.	1.1 billion	12 months	Manual	18 GRC 7 Analytics Financial Control Monitoring Suite	IDEA	Audit Management Risk & Control Monitoring	Internal Audit
North America	A state Department of Safety responsible for highway patrol, motor vehicle licensing, firearm carry permit insurance, and homeland security.	180 million	12 months	Undisclosed	14 GRC Success Plan	Wolters Kluwer	Audit Management	Internal Audit
North America	Privately held bank offering banking, mortgage and insurance products to customers in the southern United States.	118 million	12 months	Manual approach	16 GRC Banking & Lending Suite	Wolters Kluwer	Audit Management Focus areas: » AML Compliance » Audit Analytics » Banking/Insurance Compliance	Internal Audit

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CUSTOMER SUCCESS STORIES

We continue to provide innovative solutions and enablement support to complex customer implementations across various industries. Below are some of the success stories our customers have recently shared

⭐ **Customer interview:** Integrated risk management at loanDepot

Solution: Integrated Risk Management
Team: Enterprise Risk
Vertical: Banking

Watch: Interview with Roger Scullion, VP Enterprise Risk at loanDepot as he explains how they use ACL to manage risk across the enterprise. loanDepot, America's lender, matches borrowers through technology and high-touch customer care with the credit they need to fuel their lives. As a fast-growing national consumer lender, the loanDepot platform is disrupting finance by dissolving the lines between mortgage and nonmortgage credit. The company has funded more than $125 billion in loans since inception and is passionate about emerging financial technology and dynamic product delivery supported by excellent customer service to empower consumers.

⭐ **Customer interview:** Data-driven enterprise risk management at Equinix

Solution: Integrated Risk Management, Enterprise Risk Management
Teams: Finance and Legal
Vertical: Communications

Watch: Interview with Equinix VP of Finance, Rod Verhulp & Sr. Manager, GRC Program Office, Legal, Nilisha Agrawal as they explain the use of ACL to manage enterprise risk. Equinix, Inc. (Nasdaq: EQIX) connects the world's leading businesses to their customers, employees, and partners inside the most interconnected data centers. In 40 markets worldwide, Equinix is where companies come together to realize new opportunities and accelerate their business, IT, and cloud strategies.

⭐ **Customer interview:** Data-driven risk & control monitoring at Siemens Financial Services, Inc.

Solution: Automated Risk & Control Monitoring
Team: Finance
Vertical: Financial Services: Business Credit

Watch: Interview with Jason A. Gross, CPA, CIA, CFE, CISA, ACDA, Vice President, controls management, Siemens Financial Services, Inc. as he explains how they use ACL to automate risk and control monitoring. Siemens Financial Services, Inc. is a unique provider of financial solutions to the business-to-business market. The company, based in Iselin, NJ, enables business expansion for thousands of customers in healthcare, energy, and industrial sectors by providing customized solutions that range from equipment financing and working capital to project and export finance and insurance solutions.

⭐ **Customer interview:** Fighting fraud, waste and abuse at Oregon Secretary of State, Audits Division

Solution: Fraud & Corruption Management
Team: Internal Audit
Vertical: Public Sector

Watch: Interview with Jamie Ralls and Ian Green, auditors with the Oregon Secretary of State, Audits Division as they explain the use of ACL to fight against fraud, waste, and abuse of public dollars in programs such as food stamps, foster care, temporary assistance for needy families, and Medicaid to name just a few. The Secretary of State is Oregon's chief elections officer, auditor, and archivist. Oregon is the only state where the Secretary of State is responsible for auditing public spending. Oregon Secretary of State, Audits Division's mission is to protect the public interest while helping improve Oregon government. Auditors ensure public funds are spent as legally required, used to their best advantage and properly accounted for.

⭐ **Customer interview:** Data-driven audit management at City of Gainesville

Solution: Audit and Operational Risk Management
Team: Internal Audit
Vertical: Public Sector

Watch: Interview with Carlos Holt, City Auditor, City of Gainesville, Florida as he explains their team's approach to data-driven audit and operational risk management using ACL. Gainesville is the largest city and county seat of Alachua County. It serves as the cultural, educational, and commercial center for the north central Florida region. The city provides a full range of municipal services and owns a regional transit system, a municipal airport, a 72-par championship golf course, and a utility.

⭐ **Customer interview:** Data-driven audit & SOX management at Nu Skin

Solution: Audit Management
Team: Internal Audit
Vertical: Manufacturing

Watch: Interview with Jake Willis, Internal Audit Manager, Nu Skin as he explains their team's approach to data-driven audit and compliance management using ACL. Founded in 1984, Nu Skin Enterprises, Inc is a direct selling company that develops and distributes skin care and anti-aging consumer products, offering a comprehensive line of premium-quality beauty and wellness solutions. Nu Skin operates in markets across Asia, the Americas, Europe, Africa, and the Pacific.

MARKET STRATEGY AND PRODUCT ROADMAP UPDATE

ACL's Go-To-Market strategy is based on our goal of consolidating the integrated strategy, performance, and risk management segment and making this a part of a "must have" ENTERPRISE governance platform powered by data automation alongside others like ERP and CRM.

UPDATE ON OUR GO-TO-MARKET STRATEGY

Currently, we address the following solution segments or use cases:

- » **Audit Management & Analytics**: Solutions for executing and managing audit projects, including audit documentation (work papers), finding tracking/resolution, audit analytics, audit risk assessment, etc.
- » **Risk & Controls Monitoring**: Solutions for automatically monitoring key risks and/or the effectiveness of internal control activities through data analytic techniques.
- » **Internal Controls Management**: Solutions for enabling process and control owners to manage the risks and perform the controls they own.
- » **Compliance Management**: Solutions for defining and aggregating policies and regulatory requirements, mapping those to internal control activities in place, validating and documenting compliance, and identifying & tracking remediation of issues.
- » **Fraud & Corruption Management**: Solutions for identifying events of fraud and/or corruption, remediating such events, and implementing controls that prevent future occurrences of fraud.
- » **Enterprise Risk Management**: Solutions for evaluating risk to an organization's overall strategic objectives and managing risk identification, assessment & quantification, treatment, and monitoring activities in order to enable optimal strategic achievement.

- » **Operational Risk Management**: Solutions for managing the continual cyclical process of risk assessment, risk decision making, and implementation of risk controls, which results in acceptance, mitigation, or avoidance of risk in ongoing operational processes.
- » **Strategy & Performance Management**: Solutions for implementing governance over processes of managing corporate strategy and performance that enhance the reliability of meeting corporate objectives.
- » **Third Party Risk Management**: Solutions for identifying and decreasing potential business undertainties (data security, privacy, corruption, etc.) and legal liabilities regarding the hiring of 3rd parties and vendors for products and services.
- » **Issue & Case Management**: Solutions for reporting incidents, events, and other issues and managing the workflow and resolution for each case.
- » **Policy & Training Management**: Solutions for developing, maintaining, distributing, and tracking employee policies and training courses and monitoring required user engagement with the same.

Our near- and intermediate-term goals are to continue to expand our market share and diversify our business portfolio across the above solutions by geography and vertical. ACL's business is diverse by industry, effectively representing the same industry split as the S&P 500 with one notable exception being public sector. Beginning in 2017, we have added industry-specific teams to support government and financial services. Building on the success of our initial verticalization strategy, vertical teams for manufacturing, healthcare, and insurance are soon to follow.

WHAT'S NEXT ON OUR ROADMAP

In keeping with our Go-To-Market strategy, we continue to expand the breadth and depth of our solution coverage, sprinkled, of course, with a high dose of innovation and automation. Here are the capabilities added as part of our Spring '18 release (click on these videos to view the highlights). For a more detailed description of these new capabilities, please refer to the *Product Updates* and *Innovations* section below.

Spring '18

Program performance management

Primary solutions impacted: *Internal Audit Management | Compliance Management | Risk Management | Any teams using Projects*

Risk leaders are often measured on the value they deliver to the organization. KPIs are used to measure productivity across the entire project portfolio as well across individual phases of a project. To track and report on the effectiveness of their teams, leaders need to set milestones for planned activities, determine project timelines and make resource commitments. This release will enable better team performance tracking and reporting by adding custom fields to measure progress over key project milestones. Additionally, we have totally redesigned and vastly improved the user experience on the Projects homepage to make it easier to manage and benchmark the performance the entire project portfolio.

Smart document management

Primary solutions impacted: *Internal Audit Management | Compliance Management | Risk Management | Any teams using Projects*

In a typical Audit, Risk, or Compliance use case, teams often need to test a control against a policy, a regulation, or other supporting documentation, and need to link their analysis to source documents in a variety of formats. This release will allow users to inter-link their work paper testing fields directly to sections within any document for referencing evidence.

Smarter enterprise-grade workflows

Primary solutions impacted: *Risk & Controls Monitoring | Internal Controls Management | Fraud & Corruption Management | Internal Audit Management | Compliance Management | Risk Management | Any teams requiring exception management workflows*

Users can now speed up their review and processing of records (e.g. exceptions, incidents) with the new customizable interface for both single record and batch processing. This interface reduces the number of clicks needed to review and process records, adds new row and column filters, and makes it possible to very quickly review and batch up records for processing using key commands. Any solution segment that receives data output or human responses from surveys/web forms that need further investigation or discovery will benefit from these enhancements.

Frontline governance

Primary solutions impacted: *Compliance Management | Internal Controls Management | Risk Management | Third Party Risk Management*

Every organization has key controls responsible for governing every department. These controls may be used to ensure the integrity of financial statement reporting, protect against cyber threats with robust IT controls, or enable operational units to effectively deliver quality products, services, and entitlements to their clients or constituents. The problem is that these controls are often buried in policy, application controls in core systems, disparate spreadsheets, or various manual procedures. Imagine if you could easily centralize and assign to ensure controls were performing properly? Our new Mission Control module will offer a flat view of controls so that managers and process owners can keep a pulse on control performance from a central place.

Process automation and reporting

Primary solutions impacted: *SOX Compliance | Internal Controls Management | Risk Management | Compliance Management | Strategy & Performance Governance | Third Party Risk Management | Audit Management | Fraud & Corruption Management*

Organizations spend millions in co-sourcing or outsourcing control assessments which consists of "sampling" key controls. This process is mundane, error prone and often low-value — not to mention very costly. Our platform will now enable users to automate control assessments by testing the entire data population, notifying control owners the moment something goes wrong, and provide instant insight for taking corrective action. Key controls in applications can be linked to analytically derived metrics which automatically drive control effectiveness conclusions based on pre-set thresholds. This greatly increases assurance so analytic robots test 100% of data, and, helps reduce co-sourcing and out-sourcing costs.

As you already know, the results of all analytics can be beautifully summarized, visualized, and shared via online Storyboards. We have further enhanced our Storyboards capability by offering new visualization types and an executive style presentation mode to avoid having to manually re-create the findings in PowerPoint.

Premium embedded GRC content

Primary verticals impacted: *General Commercial | Public Sector | Banking & Lending*

Primary solutions impacted: *IT Risk Management | Risk & Controls Monitoring | Compiance Management | Audit Management & Analytics | Fraud & Corruption Management*

More ready-to-use regulatory updates, frameworks, standards, and best practices will be added to our content suites as itemized in the Product Updates and Innovations section below.

Beyond Spring '18

What about Analytics?
While our Spring '18 enhancements apply to our ACL GRC product suite, we have some very exciting new features and enhancements planned for our Analytics product suite in our upcoming Fall '18 release, including:

» a transformed analytic server interface that provides easier administration, scheduling, and script management (i.e. more robotic process automation)

» several new scripting commands such as OUTLIERS

» more visualizations

» improvements to Excel imports, including importing several Excel files in one step and using wild cards instead of sheet names

» more direct data connectors for greater connectivity

» a better experience for securely connecting to SAP and extracting data

PRODUCT UPDATES AND INNOVATIONS

Our customers have inspired us with the way they use ACL to make data-informed decisions and manage risk – and every release, we work hard to improve their experience with ACL to help them deliver more value to organizations, customers, and constituents. For our Spring '18 Release, we are excited to introduce you to the following product updates:

» Audit, Risk, & Compliance - taking our solutions to the enterprise scale, track the progress of all projects at-a-glance, cross-reference your reports, and centrally manage records

» Frontline Governance - assure that control activities are being performed consistently and empower frontline teams to manage the controls they own

» Process Automation and Reporting - automate control performance assessments and present your data story beautifully

» Premium Embedded GRC Content - integrate industry-specific content into your daily governance management workflow

AUDIT, RISK, & COMPLIANCE

With this release, we expand our tool's project management capabilities, enable users to make a tighter linkage between audit, risk, and compliance documentation and the evidence collected, and introduce a more streamlined way to manage remediation activities.

Introducing the redesigned *Projects* homepage

GRC capabilities covered: Project management | Performance management | Benchmarking | Program management

We've redesigned and vastly improved the user experience on the Projects homepage to make it easier to manage the entire project portfolio. Tasks such as finding active projects, tracking project progress, scanning issues at a glance, and viewing outstanding tasks will only be a click away, making it easier to maintain active project oversight. Some of the key enhancements are:

» better portfolio planning for leadership

» improved oversight across portfolio milestones and utility

» personalized display options using tags, filters, and sorting

But this is not all. We'll be rolling out other exciting enhancements to the Projects homepage in the coming weeks, including the ability to access recently viewed projects, drill into additional project details, and measure your organization's performance against industry performers and your own custom benchmarks.
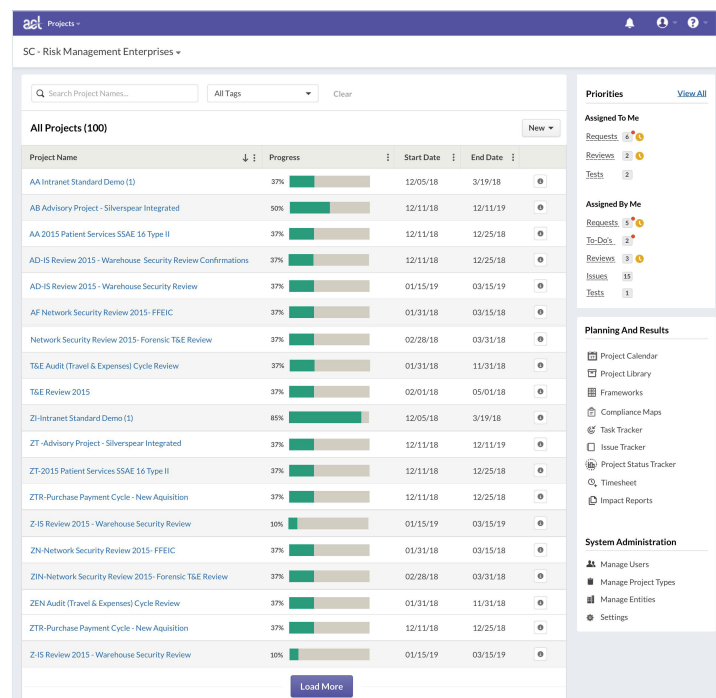
Backing up results with documented evidence

GRC capabilities covered: Work-paper management | Reporting | Risk & control documentation

Audit and compliance reports often face a lot of scrutiny, which necessitates the ability to back up each statement with evidence.

Now, using Citation Mode, you can cite all of the source material to back up your findings. Facilitate the stakeholder or regulatory review process by referencing key documents such as policy or procedure manuals, regulations, and contracts. Simply highlight text and link to your files.

Files used as evidence will be locked down for safekeeping in the project, meaning no one can update or delete these files, allowing users to maintain the integrity of their project files and increase the confidence of their published reports.

In addition, we'll be rolling out other exciting enhancements to Citation Mode in the coming weeks, including:

» the ability to link to clippings within files (for example, an excerpt of text from within a contract document)

» adding Citation Mode into multiple other editors within Projects such as Testing, Narratives, and more!
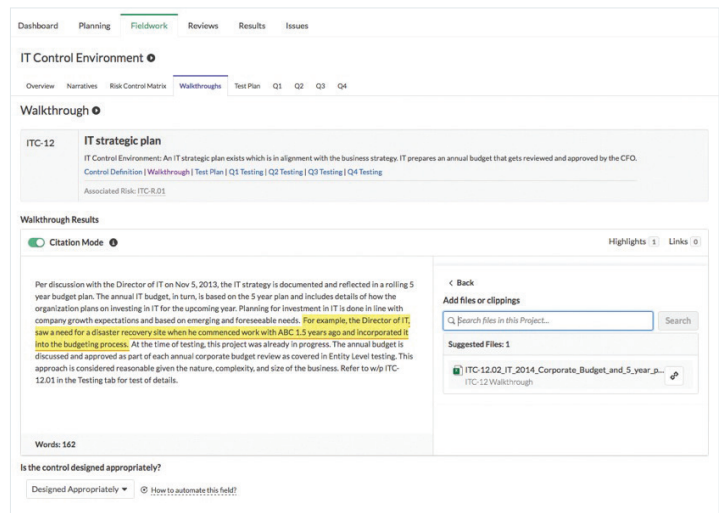
Smarter enterprise-grade workflows in Results

GRC capabilities covered: Workflow management | Incident management | Exception management | Remediation management

We've streamlined how users review and process records in Results, and added new trigger and questionnaire features to enable more powerful and complex workflows.

Improved processing interface

Users can now speed up their review and processing of records (e.g. exceptions, incidents) with the new customizable interface for both single record and batch processing. This interface reduces the number of clicks needed to review and process records, adds new row and column filters, and makes it possible to very quickly review and batch up records for processing using key commands.

Link record statuses to questionnaires and trigger actions upon submission

For those looking to further customize their workflows, they can now link one or more statuses to a questionnaire. When a record is changed to a linked status, the questionnaire is displayed. Users can now also use questionnaire submission to trigger actions such as changing the status or reassignment. When combined these features enable powerful new questionnaire driven workflows.
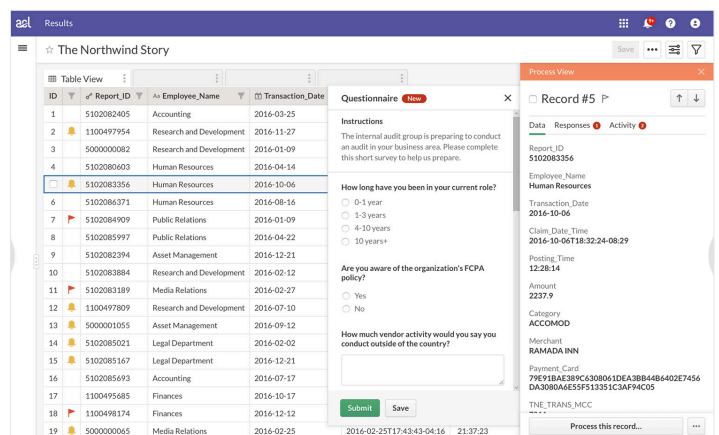
Premium Embedded GRC Content

GRC capabilities covered: Risk related content | Compliance content | Out-of-the-box content | Content management | Content integration | Pre-populated content | Tools & templates | Best practices

ACL has a dedicated Content development team focused on researching, licensing, curating, and packaging content from authoritative sources directly into the Product based on current and emerging requirements. Additionally, our Product has been designed to integrate authoritative and other content directly into the various stages of the workflow (e.g on-demand content based on where the user is).The following ready-to-use regulatory updates, frameworks, standards, and best practices will be added as part of the Spring '18 release and made available to users as part of their subscription package. For more details, see our Content & Intelligence Gallery.

IT Governance

Harmonized Data Privacy Controls Framework

ACL provides a harmonized controls framework for data privacy governance based off of ISACA's privacy principles. This controls framework will come pre-mapped to GDPR, but is equally relevant to other privacy regulations around the globe.

Data privacy impact assessment (DPIA) templates

Leverage ACL's pre-built DPIA templates to quickly assess both existing processes and for integrating privacy by design into new projects.

Compliance Maps for SSAE 16/18 SOC 2

SSAE 16/18 SOC 2 Compliance can now be assessed via the AICPA Trust Security Principles by mapping organizational controls to the TSPs.

Banking & Lending

Pre-loaded and updated Federal Regulations for Consumer Compliance

ACL has now pre-loaded all federal regulations related to consumer compliance into the system; this includes Truth-in-lending, SCRA, Flood Act, etc.

Consumer compliance check-lists built in to take the pain out of demonstrating compliance to examiners

Compliance officers will be able to assess their state of compliance faster by leveraging ACL's new pre-built check-lists for all FDIC and CFPB consumer compliance regulations and applying them across their product lines to get continuous visibility over consumer risk.

All FFIEC IT Handbooks as Compliance Maps and Frameworks

Banks and lenders have additional specific needs when it comes to demonstrating good governance over IT to regulators. Users can now immediately map their IT governance controls to the FFIEC IT handbooks, providing regulators the perspective they require over IT controls.

Governments & Higher Education

Integrated GAGAS (Yellow book) templates with ACL GRC

Many organizations already apply the yellow-book to their audits using the ACL GRC audit workpapers solution. Our users can now achieve greater consistency and efficiency by applying these templates to all their performance audits.

Medicare/Medicaid analytics

Our healthcare analytics now include a set of scripts to help organizations identify potential Medicare or Medicaid payments that they have made to incarcerated individuals, unusual patterns that might indicate fraud, and even potential drug diversion.

Do-not-pay analytics

In addition, we will be releasing a set of analytics to identify any improper payments agencies may have made to the death-list, sanctioned entities and individuals from OFAC-SDN, EPA, HUD, HHS, and incarcerated lists.

Financial Controls Monitoring

ACL's Financial Control Monitoring (FCM) suite leverages robotic process automation to validate the integrity of enterprise resource planning (ERP) process controls for financial and business risk. For the Spring 2018 release, ACL will be launching an updated version of the FCM suite.

ACL Essentials version 6 highlights

This release of ACL Essentials introduces localization updates, standardization, and improvements based on customer feedback. A few highlights include:

» Two new Accounts Payables analytics: three-way match recalculation and refined duplicates analytics.

» Support for Accounts Payable process control in JD Edwards EnterpriseOne and World.

» All the major functionality of ACL Essentials will be available in Spanish, Portuguese, and French.

» Standardized data tables used for ACL Essentials will now be available for re-use by users.

Standard data preparation scripts will be released for Oracle E-Business Suite for Accounts Payable, Purchase Order Management and General Journal Analysis.

FRONTLINE GOVERNANCE

Risk is everyone's job. The human factor is a key part of the risk management process. Ultimately, people make decisions to take or avoid risks or opportunities. A well governed organization happens by engaging the entire organization. It ensures that risk management is not a one-time event, but rather a repeatable and ongoing part of daily business activities.

And that is why, for our Spring '18 Release, ACL has invested heavily in bringing governance to the front lines - enabling process and control owners to easily manage the risks and controls they own, and fully participate in risk management activities. The new Mission Control module lifts the burden of deciphering thousands of controls and policies by providing a simplified view that shows what matters, and our expanded data automation capabilities further help to reduce the time and effort involved in continuously monitoring controls.

Our Frontline Governance capabilities will equip organizations with the tools needed to: (1) ensure that control activities are being performed timely and consistently, (2) empower frontline staff to manage the controls they own, and (3) develop a dashboard of risk and control outcomes.

GRC capabilities covered: Risk & Controls Monitoring | Internal Controls Management

## Ensuring that risks are addressed and control activities are being performed

Business process owners and those charged with governance can finally get the tools they need to ensure that that their risks are managed and control activities are being performed timely and consistently. Managers can now evaluate how a control is performing by sending questionnaires from our Results module to frontline staff on a specified schedule, and aggregate responses for analysis. The evidence they collect helps to inform control performance, and determine whether or not the control is operating effectively.

> Note: Control tasks can be assigned to anyone, including non-system users, enabling ease of responding to self-assessment requests.
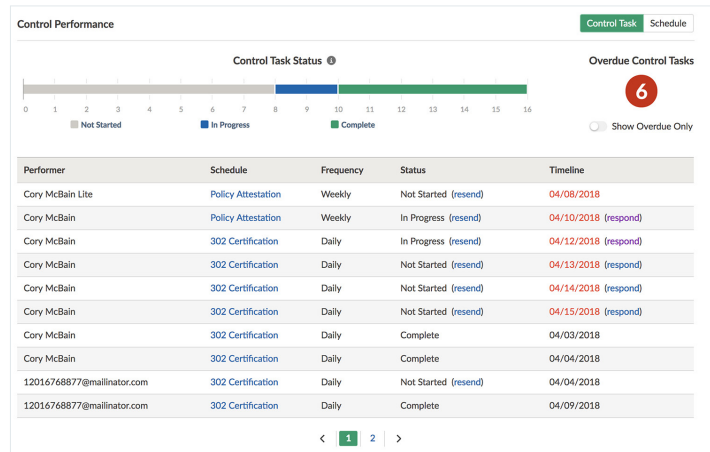
Empowering frontline staff to manage the controls they own

Frontline staff are often responsible for a lot of controls (e.g. financial, reporting, IT security, operations), and deciphering thousands of controls and policies can be a burden. Mission Control is a new ACL GRC module that presents control information from Projects in a simplified and centralized view, allowing frontline operators to manage the controls they have access to (and focus on what's outstanding or what's failing). Managers and process owners can view the status of all their controls at a glance, gain insight on any aspect of a control with a single click, and stay up-to-date on the status of their controls' design and performance.
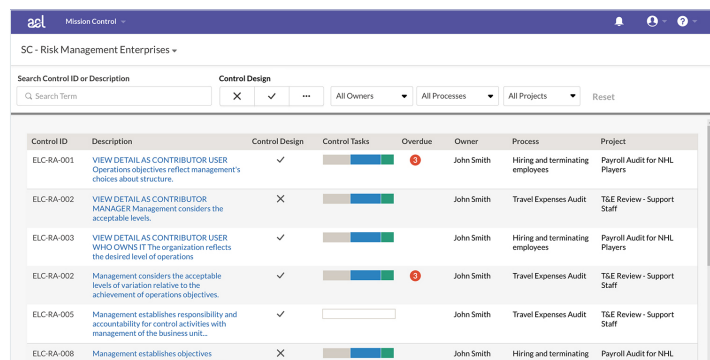
PROCESS AUTOMATION & REPORTING

In this release we have continued our journey of process automation by enabling fully automated control assessments. Additionally, we have added new capabilities for users to present their data story in more compelling and beautiful ways.

## Automating control performance assessments

GRC capabilities covered: Risk and control assessments | Risk analysis, quantification and analytics | Process automation | KRI monitoring | Real-time assessments | Risk and control management

In our last issue, we introduced the ability to fully automate enterprise risk assessments in Strategy and operational risk assessments in Projects using pre-defined metric ranges. With a data-driven metric that measures a risk's current state, and then defining the thresholds within which that metric should fall, assessment drivers make the necessary updates to risk assessments.

> ❝ You're letting your data do the work for you, so you can focus your time on making better, objective decisions," says ACL Product Designer, Mai Nakane.

This means that changes to enterprise or process level risk assessments are being driven by objective data, so that organizations can keep pace with an always-evolving risk landscape.

We've now expanded our data-driven automation capabilities to allow organizations to automate their control performance assessments.
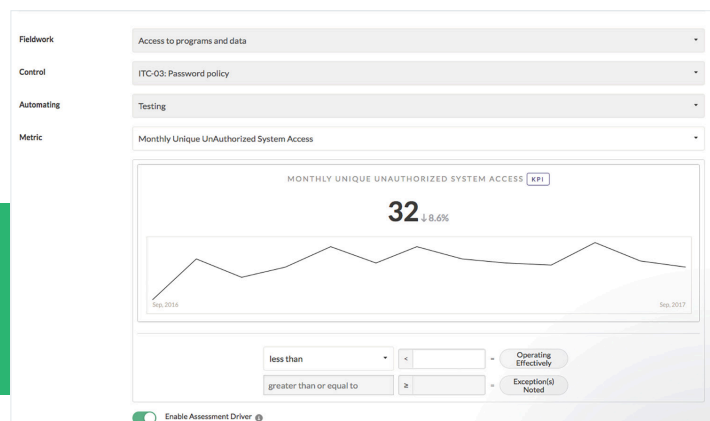
Simply define metric ranges you want to use to determine the evaluation of a control's design or effectiveness. Whenever the assessment changes, stakeholders are automatically notified via the Projects daily summary email, letting enterprise data inform their decisions, enabling them to take appropriate action, and providing real-time insight into their control assessments.

Presenting the data story compellingly and beautifully

GRC capabilities covered: Dashboards and reporting | Board and senior executive reporting

We've released a variety of exciting updates to visualizations and storyboards, including:

» Presentation Mode - seamlessly transition into displaying a storyboard as full slides

» Conditional filters - restrict storyboards to display a relevant subset of data

» New visualizations - use the new Treemap to display hierarchical data that can be aggregated, the new Combo Bar/Line chart to represent different categorical groups in the same visualization with different measures, and enjoy a refreshed design of visualization options

Introducing the upgraded Reports module

GRC capabilities covered: Dashboards and reporting | Board and senior executive reporting

The Reports module has been upgraded with new features and enhancements to make Reports easier to use and more powerful. A few notable enhancements include:

» improved navigation
» a simplified report building workflow
» an updated Browse page
» drill-through capabilities from report to dashboard
» the ability to work in multiple Reports tabs simultaneously
» a new Treemap chart type
» default sorting of data in tables and charts
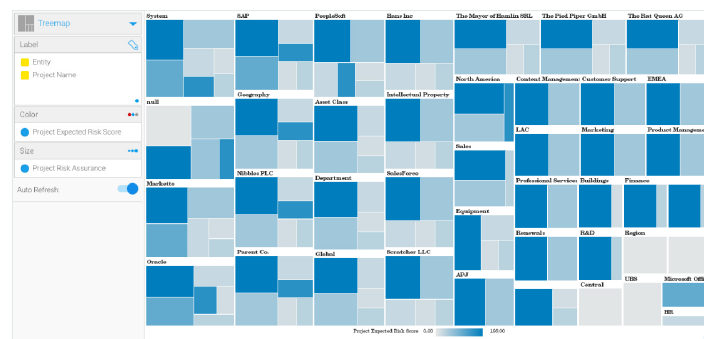
SECURITY AND COMPLIANCE UPDATE

"At ACL, we continue to invest heavily to advance our security & compliance programs," says Keith Cerny, ACL Chief Technology Officer. "Recently ACL launched a Federal Government region for ACL GRC which will address the security standards of US Federal Agencies," continues Cerny.

Additionally, in April 2018, ACL became an Amazon Advanced Technology Partner meeting Amazon's strict architectural requirements. Finally, ACL has completed the work necessary to be GDPR compliant and is starting to offer GDPR solutions to the market to help other organizations.

THOUGHT LEADERSHIP & MEDIA COVERAGE

White paper: KRI Basics for Financial Institutions

This white paper gives you a foundational understanding of KRIs, guides you towards getting started with your own KRI program, provides valuable examples of KRIs, and points you to additional resources for further education and exploration. [Go To Market Track: Banking & Lending—RCM for internal audit, compliance, and risk management]

Webinar: How to Get Your Data Talking: Identifying Fraud Risk and Control Weaknesses

In this 60-minute webinar, guest speakers Dave Coderre, ACDA, President of CAATS, and Charles Segal, MBA ITIL, President of River Analytic Consulting, discuss how you can actually identify and assess fraud risk and control weaknesses using data analysis techniques. They also share examples from 30+ years working with government agencies and provide ideas for fraud analysis that you will want to (and can!) get started with right away. Lauren Smirfitt, Manager Customer Enablement, also contributes her wealth of ACL knowledge to the discussion. [Go To Market Track: Public Sector—Fraud, waste, and abuse for entitlement program managers]

Webinar: The Dangers of Managing Risk in Spreadsheets

In this 60-minute webinar, ACL CPO Dan Zitting reviews the destructive effects of dark data, how to best avoid them, and how to effectively perform advanced queries and analysis on your data. [Go To Market Track: Banking & Lending—RCM for internal audit, compliance, and risk management]

Blog: Using ACL to create a GDPR defensible position

In this post, ACL Senior Product Manager Phil Shomura discusses the increased operational burden that the upcoming European Union General Data Protection Regulation (GDPR) will cause, and shows three ways that ACL can help achieve GDPR compliance readiness without the chaos. [Go To Market track: General Commercial: IT governance for audit, IT, compliance, and CISO]

Article: How Boards Can Sharpen Their Fraud Detection Strategy

In an article in Corporate Board Member magazine, **ACL CPO Dan Zitting** outlines three ways boards can help ensure their organizations have sharp fraud risk management systems and that they're generating the best possible return on investment.

ACL Wins Three GRC Innovation Awards

April 10, 2018: Analyst firm GRC 20/20 has awarded ACL with top prizes in three categories: Strategy & Performance Management, Compliance Management, and Audit Management. The 6th Annual GRC Innovation Awards recognize technology innovations and user experience in governance, risk management, and compliance (GRC) programs and processes. This is the second time ACL has received three GRC 20/20 awards in one year. Learn more.

Independent Research Firm Recognizes ACL as a Strong Performer in Evaluation of Governance, Risk & Compliance Software Solutions

February 22, 2018: ACL's enterprise governance platform ACL™ GRC was named a "Strong Performer" in The Forrester Wave™: Governance, Risk, and Compliance Platforms, Q1 2018 report released in February 2018. ACL received the highest score possible in 10 criteria including: End User Experience, Risk & Control Management, Implementation and Maintenance Costs, and Global GRC Customer Base. Learn more.

ACL Accelerates Category Consolidation Vision with $50 Million Strategic Investment from Norwest

December 19, 2017: ACL has accepted a $50 million strategic minority investment led by the growth equity team at Norwest. The new investment will be used to accelerate the company's consolidation of the $36 billion integrated risk and performance software market. As a privately held, self-funded business, this is the first time in ACL's history that it has taken an outside capital investment. Learn more.

ACL's Fall '17 Software Release Brings Complete Data Automation to Enterprise Governance and Risk Management

November 15, 2017: ACL's Fall '17 release enables organizations to run a well-governed enterprise in real time. It's also the first GRC platform to seamlessly embed GRC knowledge content into daily workflow. Learn more.

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Call 1-888-669-4225 to speak with a representative.

Visit our website at acl.com

Email us at info@acl.com

UPCOMING EVENTS

ACL Connections 2018

October 14-17, 2018 | Philadelphia, PA

Join us for our annual user conference! There will be four focused tracks so you'll be sure to find the training sessions right for you. Plus, you'll get access to fun networking parties, one-on-one sessions with product experts, and 17 CPE credits.

AROUND THE OFFICE

ACL Wins Canada's Top Small and Medium Employers 2018 For The Fourth Consecutive Year

April 13, 2018: For the fourth year in a row ACL has been given the honor of Canada's Top Small and Medium Employer. The editorial competition, published by The Globe and Mail, recognizes the nation's best SME workplaces in the country. Learn more.

ACL Secures Ranking on BC's Top Employer List For The Third Consecutive Year

February 22, 2018: ACL has been nominated as one of BC's Top Employers for 2018, marking the third consecutive year that they have achieved this title. The list is published annually to celebrate outstanding employers that provide the most rewarding places of work in the province. Learn more.

ACL's Dan Zitting Named to Business in Vancouver's Forty Under 40 List

December 7, 2017: ACL is pleased to announce that Dan Zitting, their Chief Product Officer, has been recognized by Business in Vancouver on their 2017 Forty Under 40 list. The annual award recognizes B.C.'s most illustrious business icons who demonstrate judgement, leadership, and dedication to the community. Learn more.

ACL Recognized As One of Canada's Most Admired Corporate Cultures of 2017

November 23, 2017: ACL is proud to announce that it has been selected as one of Canada's Most Admired Corporate Cultures. The win can be credited to ACL's continued investment in employees and its unwavering commitment to three core values: Customer Intensity, Authenticity, and Disruptive Innovation. "When I started with ACL in 2011, which was at that point was a 30 year old organization, I was tasked with creating measurable growth within the company," said Laurie Schultz, CEO of ACL. "By adopting a re-startup mentality, where we treated ourselves as if we were in the early stages of growth, we managed to transform our culture and people practices which in turn, has propelled our success." Learn more.

Laurie Schultz of ACL Named One of Canada's Most Powerful Women 2017

November 22, 2017: Laurie Schultz, the CEO of ACL, was recognized by Women's Executive Network (WXN) as one of Canada's Most Powerful Women for the second year in a row. Canada's Most Powerful Women started in 2003 to celebrate females who have overcome obstacles and used their voices to create a path forward for the next generation of leaders. The awards also recognize the networks and organizations that champion the advancement of women. Learn more.

ACL is Named One of The Nation's Best Places To Work by Canada's Top 100 Employers

November 7, 2017: ACL has been recognized as one of Canada's Top 100 Employers for exceptional commitment to innovative benefits, comprehensive training programs, and connected culture. The annual competition, managed by Mediacorp Canada Inc., celebrates employers that lead their industries in offering exceptional places to work. Learn more.