

GALVANIZE ANALYST UPDATE: JULY 2019

This year we're entering a new era as a SaaS platform and as an organization. As an organization, we have recently taken several giant steps toward uniting the GRC industry. Over the past five months, we have acquired an analyst recognized IT GRC leader, renamed our company, and rebranded our platform. As a platform, we have integrated a suite of software solutions that bring together the needs of security, risk management, compliance, and audit professionals.

With that as background, in this issue, we are extremely excited to give you a front row view on our big changes, recent customer wins, product innovations, and position in the GRC market.

As a reminder, you can find previous analyst updates on our [Analyst page](#).

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NEW YEAR, NEW NAME

WELCOME TO THE FAMILY: RSAM

On February 4, 2019 ACL completed the next step in its industry consolidation strategy with the acquisition of Rsam, an analyst-recognized leader in IT, vendor, and security risk management solutions, headquartered in Secaucus, New Jersey. The combination brought together ACL's true SaaS platform differentiated by its proprietary risk assurance

methodology, advanced analytics/robotic process automation, and top-rated user interface design with Rsam's dynamic flexibility, universal IT systems integration capability, and deep industry content. It also more than doubled ACL's R&D capacity, accelerating the delivery of innovation to 7,000 customers in 135 countries.

"This acquisition combines the strengths of ACL in delivering audit, compliance, and fraud related solutions, with those of Rsam in delivering vendor risk, IT risk, and cyber security solutions to enterprise IT and security customers," said Laurie Schultz, CEO of ACL. "The integration of our teams and platforms will transform our ability to provide a completely integrated and automated view of risk to the world's largest organizations—from front line operations to the board of directors—making our users the most sought-after professionals in their organizations."

OUR NEW COMPANY:



While we were very excited by the new possibilities offered by the combination of the two organizations, our old looks and names just weren't telling the new story as well as they could. So, it was time to shake things up and evolve our brand to better align it with our vision.

We chose the name Galvanize to carry the full story of ACL and Rsam into the future. It communicates the protection that our integrated governance software solution helps security, risk management, compliance, and audit professionals bring to their organizations.

What does Galvanize mean?

Galvanize has two meanings:

- + to shock or excite into taking action (i.e. as in helping trigger actions to manage risk performance)
- + to coat with a protective layer (i.e. as in protecting organizations from the negative impact of risks)

We wanted a name that captured who we are, what our platform delivers, and what we can do for the GRC industry.

OUR GOAL: UNCHANGED

Executives need quantified clarity to lead their organizations through the increasing uncertainty they face while complying with diverse obligations they must meet. Ultimately, Galvanize aims to inspire executive confidence by delivering technology solutions that bond people, teams, and processes to create a layer of visibility and protection that ensures their organization more reliably reaches its goals.

OUR NEW PLATFORM:



Likewise, our new identity could no longer be carried by product acronyms. So we have renamed our integrated GRC platform to HighBond.

What does HighBond mean?

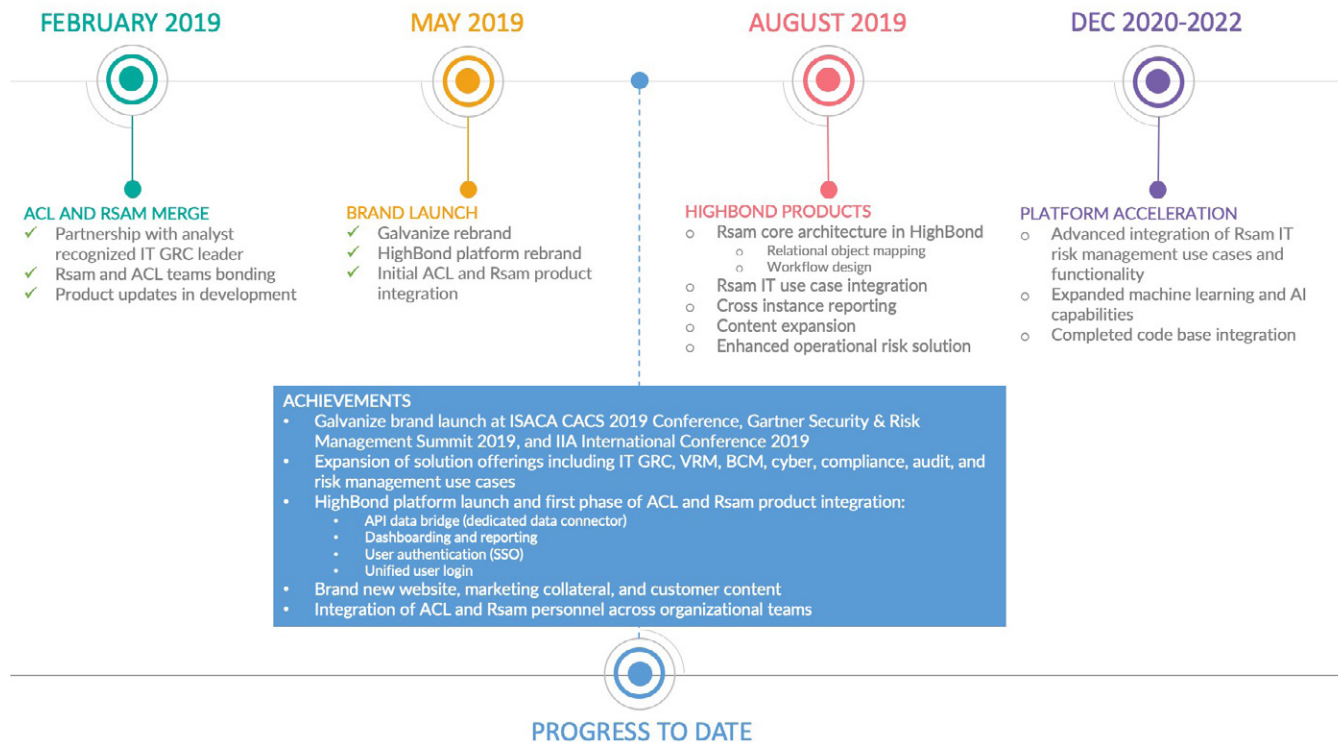
HighBond captures our emphasis on bonding different risk, compliance, performance, and assurance solutions together in one view. Built by industry experts for industry experts, the HighBond platform unites risk management, compliance, security, and audit professionals around a single source of truth—the insight and automation to drive change.

No matter if the organization is managing threats, assessing risks, measuring controls, monitoring compliance, or expanding assurance coverage, HighBond automates manual tasks, blends organization-wide data, and broadcasts it in easy-to-share, actionable dashboards and reports.

ACL AND RSAM - AT A GLANCE

| | RSAM | ACL |
|---------------------------------------|--|---|
| Founded | 2003 | 1987 |
| Employees | 150 with offices in New Jersey (HQ) and Bangalore, India | 350 with offices in Vancouver (HQ), Singapore, London, Paris, Tokyo |
| Values | T.R.A.I.T (Teamwork, Respect, Accountability, Integrity, Trust) | Authenticity, Disruptive Innovation, Customer Intensity |
| Mission | To dramatically reduce risk and simplify compliance by automating and improving integrated risk management | Deliver a BEAUTIFUL customer experience through the planet's ONLY cloud based, data driven GRC solution |
| Vision | To be the platform of choice for all things risk and compliance | A world where GRC professionals are an organization's MOST sought after people |
| Primary GRC Buyer and Use Case | Vendor Risk, IT Risk, and Cyber Security solutions delivered primarily to IT and Security customers | Audit, Risk, Compliance and Finance customers of Audit, Compliance, Controls and Fraud-related solutions |
| Combined Customer Base | Nearly 7,000 customers in 135 countries | |
| Marquis GRC Brands | Bank of America, Barclays, Bell Canada, Dell, Electronic Arts, Enmax, Encana, Fidelity, GE, Royal Bank, Time Inc., Disney, Xerox, 7-11 | Louis Dreyfus, Siemens, Marketo, Cargill, US Army, Coca Cola, Mastercard, Boeing, Anthem, Spring, Yelp, NY Times, Adidas, Sony, Toyota, Cirque Du Soleil, US DoD, US DoE, State of California |
| Business model | Transitioning to subscription | Subscription |
| Development footprint | 95 employees | 130 employees |
| GRC Platform technology | Single hosted instances via Amazon Web Services (AWS in the US, Canada, and Germany regions) | Multi-tenant cloud via Amazon Web Services (AWS) with 6 data centers (US, US Gov, Canada, Germany, Australia, Singapore) |
| Analyst Recognition | Forrester GRC Wave - Leader Gartner IRM MQ - Visionary Gartner ITRM Critical Capabilities - Top Aggregate Score | Forrester GRC Wave - Strong Performer Gartner IRM MQ - Challenger |

INTEGRATION TIMELINE



For more detailed release and rebrand information please visit our [May Release 2019](#) and [Rebrand Story](#) pages, respectively.

GALVANIZE RECENTLY BECAME FRIENDS WITH...

The HighBond platform continues to gain momentum across security, risk management, compliance and audit use cases. One highlight to note: in the several months since our last update to you, our average deal size and growth in our Asia Pacific region has roughly doubled. Our team has accomplished all of this in parallel to integrating the two companies and platforms, and launching our Galvanize rebrand. Without further ado, below are a few notable customers that have recently joined the Galvanize community since January 2019.

**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 include 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.*

HIGHBOND WINS

| REGION | COMPANY DESCRIPTION | ANNUAL REVENUE/ BUDGET (USD) | SUBSCRIPTION TERM | INCUMBENT SOLUTION | GRC PACKAGE* | COMPETITION | SOLUTION(S) | BUYER |
|---------------|---|---------------------------------|----------------------|-----------------------|--|---|--|------------------------------------|
| North America | A multinational technology company that focuses on e-commerce, cloud computing, digital streaming, and artificial intelligence. | \$232.8B | 12 months | N/A | 125 DDGRC Success Plans | RSA Archer TeamMate | Integrated GRC Focus areas: + Vendor Risk Management + Audit Management | Internal Audit |
| North America | An auditing and consulting services firm who provides services related to: financial statement, healthcare, incurred cost and performance audits, strategic planning, human capital strategy and cyber security consulting. | \$175.0M | 18 months | N/A | 1500 DDGRC | N/A | Integrated GRC | Professional Services Firm |
| North America | An American office supply retailing company that provides business services and supplies, products, and technology solutions | \$11.0B | 12 months | N/A | 56 GRC 6 Robotics IT Governance Suite | AuditBoard LockPath MetricStream ServiceNow Workiva | Integrated GRC Focus areas: + IT GRC + Compliance Management + Regulatory Change Management + Policy Management + Audit and SOX Management | IT Internal Audit Compliance |
| North America | A private institution of higher education, research, and patient care. | N/A | 12 months | N/A | 25 GRC 2 Administrative Success Plans | N/A | IT Risk Management | IT |
| North America | Branch of the U.S. government responsible for the fair and just resolution of disputes. | N/A | 36 months | N/A | 30 GRC 100 Vendor users 2 Administrative Success Plans | N/A | Vendor Risk Management Access Management | IT |
| North America | Multinational brewing company that sells beers and other malt beverage products. | \$11.0B | 12 months | N/A | 5 Robotics Success Plans | N/A | Risk and Control Monitoring ACL Robotics | Accounting Finance |
| North America | An international vacation ownership and exchange company. | \$3.9B | 12 months | IBM OpenPages | 40 DDGRC Success Plans | AuditBoard ServiceNow Archer Workiva | Audit Management Continuous Monitoring ACL Robotics | Internal Audit |
| North America | An American global manufacturer and marketer of consumer and professional products. | \$6.1B | 36 months | N/A | Unlimited IT GRC and Vendor users 2 Administrative Success Plans | N/A | Vendor Risk Management | IT |
| North America | A manufacturer of optical and digital precision technology including medical, surgical, and life science imaging systems, industrial measurement, imaging, cameras, and audio products. | \$7.4B | 12 months | N/A | 145 GRC 6 Robotics Success Plans | N/A | Audit Management | Internal Audit |

| REGION | COMPANY DESCRIPTION | ANNUAL REVENUE/ BUDGET (USD) | SUBSCRIPTION TERM | INCUMBENT SOLUTION | GRC PACKAGE* | COMPETITION | SOLUTION(S) | BUYER |
|---------------|--|------------------------------|-------------------|--------------------|---|-------------------------------------|--|-------------------------------------|
| North America | An American healthcare organization that facilitates and manages the movement of health information. | \$631.0M | 36 months | IBM Resilient | 25 GRC | IBM Resilient | IT GRC | IT |
| | | | | | 2 Administrative Success Plans | | Focus areas: + Security Incident Response Platform + Vulnerability Management + Vendor Risk Management + Regulatory Change Management + Privacy Incident Management | |
| LAC | A financial technology solution and services company for commercial operations. | \$4.3M | 12 months | N/A | 50 GRC | N/A | Compliance Management Robotic Automation and Data Analytics | Internal Audit Internal Controls |
| LAC | Federal institute that provides financing for the purchasing of housing. | \$10.0M | 12 months | N/A | 10 Robotics Success Plans | IDEA | Risk and Controls Monitoring Robotic Automation and Data Analytics | Professional Services |
| EMEA | A multinational delivery company that provides domestic mail delivery, international parcel and mail delivery services, and freight delivery and logistic services. | \$68.0B | 12 months | N/A | 200 DDGRC Success Plans | TeamMate | Audit Management | Internal Audit |
| APJ | A multinational insurance holding company that provides non-life and life insurance, international insurance, and financial and general businesses worldwide. | \$50.0B | 36 months | N/A | 100 DDGRC Success Plans | RSA Archer MetricStream BWiSe | Compliance Management | Compliance |
| APJ | A multi-industry company that owns and operates businesses dealing with financial services including pawning, remittance, micro-insurance, and micro-loan solutions. | \$10.0M | 12 months | N/A | 100 DDGRC Success Plans | TeamMate | Audit Management | Internal Audit |
| APJ | Central national bank that issues currency and acts as the banker and financial agent to the government. | \$121.2M | 12 months | N/A | 8 DDGRC Success Plans IT Governance Suite Banking and Lending Suite | N/A | Enterprise Risk Management Regulatory Compliance Management | Risk Management |
| APJ | A technology company that provides electronics manufacturing services and power semiconductor assembly and test services. | \$1.3B | 36 months | N/A | 25 DDGRC Financial Control Monitoring Suite IT Compliance Suite | LogicManager Arbutus | Integrated GRC Focus areas: + Audit Management + Issue Reporting & Management + Risk & Control Monitoring | Internal Audit |
| APJ | State owned real estate company that develops and manages industrial estates. | \$31.0M | 36 months | N/A | Financial Control Monitoring Suite Success Plans | IDEA | Risk and Controls Monitoring | Internal Audit |

CUSTOMER SUCCESS STORIES

We continue to provide innovative solutions and enablement support to complex customer implementation across various industries. Below are a success stories we would like to share.

★ **Forrester Total Economic Impact (TEI) Study:** Compliance, fraud and waste management and operational performance at a Latin American Manufacturing Organization

Solution: *Compliance and Fraud and Waste Management and Operational Performance*

Team: *Governance, Risk, and Compliance (GRC)*

Vertical: *Manufacturing*

View TEI study: Galvanize commissioned Forrester to conduct a study to measure the benefits, costs, and tangible values of using the HighBond platform for a Latin American manufacturing organization for their compliance, fraud and waste management, and operational performance needs. A few of the key findings over three years include: an ROI of 373%, fraud and waste reduction of \$2.4M, compliance resource savings of \$550K, reduction in inventory costs of \$369K, reduction of product on consignment of \$401K, new surplus goods sales of \$236K, and days receivable outstanding (DRO) reduction from 70 to 54 days.

★ **Forrester Total Economic Impact (TEI) Spotlight Summary:** HighBond Improves Governance And Risk Management While Increasing Efficiency And Reducing Costs

Solution: *Audit, Compliance, Fraud, Waste and Abuse, Operational Risk and Business Performance Management*

Team: *Risk Management, IT, Audit, Compliance, GRC*

Verticals: *Financial, Government, Manufacturing*

View TEI spotlight summary: Galvanize commissioned Forrester to summarize a collection of five TEI studies that measure the benefits, costs, and tangible values of using the HighBond platform across various use cases and verticals. The key summary of results include weighted averages of: benefits of \$2.5M realized, costs of \$435K saved, NPV of \$2.1M, ROI of 473% and FTE savings of 2.4. Overall, Forrester determined that HighBond helps organizations save costs through better business visibility and improved real-time decisions insights that enable revenue growth.

★ **Wyndham Hotels & Resorts, Inc. Selects HighBond by Galvanize**

May 15, 2019: Galvanize welcomes Wyndham Hotels & Resorts, Inc., the world's largest franchise hotel company, into the family. They have selected Galvanize's integrated HighBond platform to standardize their enterprise risk management, SOX, IT risk, assurance, and advisory activities.

To watch our customer success story videos, you can find them on our [Case Studies page](#).

ANALYST RECOGNITION

★ **Galvanize Named a Leader in 2019 Magic Quadrant for IT Risk Management**

July 3, 2019: Galvanize has been positioned as a Leader in the 2019 Gartner Magic Quadrant for IT Risk Management. This is Galvanize's inaugural position in the Gartner Magic Quadrant following its rebrand, which demonstrates its growth and leadership in the market. The Magic Quadrant for IT Risk Management is Gartner's annual evaluation of the competitive landscape for the IT risk management technology market.

★ **Galvanize Named a Vendor in Gartner Market Guide for Audit Management Solutions**

February 28, 2019: Galvanize (formerly ACL and Rsam) have been listed as representative vendors by Gartner Inc. in their "Market Guide for Audit Management Solutions." The purpose of the market guide is to provide audit professionals with a guided approach on increasing operational efficiency and visibility for technology, information and resilience risks as well as vendors that offer solutions.

★ **Galvanize Named a Vendor in Gartner Market Guide for Corporate Compliance and Oversight Solutions**

January 30, 2019: Galvanize (formerly ACL and Rsam) have been listed as representative vendors by Gartner Inc. in their annual "Market Guide for Corporate Compliance and Oversight Solutions." The purpose of the market guide is to equip security, risk and compliance management leaders with a guided approach to compliance activities that most affect the regulatory oversight of corporate governance as well as vendors that offer solutions.

MARKET STRATEGY AND PRODUCT ROADMAP UPDATE

Galvanize's Go-To-Market strategy is based on our goal of consolidating the security, risk management, compliance, and assurance market segments and making HighBond a part of a "must have" ENTERPRISE governance platform alongside others like ERP and CRM.

UPDATE ON OUR GO-TO-MARKET STRATEGY

With the merger of ACL and Rsam as Galvanize, the HighBond platform offers combined solutions that significantly expand our breadth of use cases from IT security and risk management to compliance and audit. By offering end-to-end governance, risk and compliance solutions, we can help our customers tackle all of their risk management needs. Our expanded portfolio of go-to-market products include the following Product Stacks:

RiskBond: Solutions for evaluating risks in the context of the organization's strategic objectives in an integrated platform - across the risk lifecycle of identification, assessment, quantification, treatment, and monitoring in order to enable optimal strategic achievement.

ComplianceBond: Solutions for tracking and mapping regulatory requirements against business processes and internal activities, automating testing for real-time compliance monitoring and reporting, and identifying and tracking remediation of issues.

ControlsBond: Solutions for centralizing and managing internal controls performance in support of standards, regulations, and business process requirements (e.g. SOX, COSO, COBIT, PCAOB ICFR and OMB A-123) across the control lifecycle of implementation, documentation, testing, issue tracking, remediation, reporting, and certification needs.

AuditBond: Solutions for executing and managing audits from planning to reporting, including the automation of workflows to support audit documentation (work papers), testing (by connecting to any data source), audit planning and risk assessment, quality assurance reviews, issue tracking and remediation, and reporting activities.

FraudBond: Solutions for identifying fraud and/or corruption (by analyzing data patterns) incidents, remediating and monitoring such events, and implementing controls or processes that prevent future occurrences of fraud.

Rsam ITGRCBond: Solutions for managing IT risk and compliance activities including the automation of risk assessments of the organization and its critical assets. ITGRCBond also helps organizations understand how risks are related to one another and how they impact one another up, down and across the organization.

Rsam ThirdPartyBond: Solutions for managing the end-to-end vendor and supplier lifecycle such as on-boarding and classification, performing risk-based controls assessments, conducting questionnaires and action plans, managing contracts, monitoring SLA and performance levels, integrating financial and security risk ratings, and dash-boarding and reporting.

Rsam ContinuityBond: Solutions for maintaining a business continuity program to reduce risk exposure and strengthen the organization by planning for and responding to an event, including identifying critical processes and assets, automating business impact assessments, developing recovery and restoration plans, managing BCM tests and plan exercises, and linking of existing asset inventories to business continuity management plans.

Rsam PolicyBond: Solutions for automating the entire policy management lifecycle from drafting through revision and retirement, including monitoring required stakeholder and user engagement, linking policies to controls, regulatory standards, frameworks or business objectives, and managing the policy attestation and exceptions workflows.

Rsam IncidentBond: Solutions for reporting incidents, events, and other issues as well as standardizing the workflows and automated response playbooks for resolving each issue or case.

Rsam CyberBond: Solutions for aggregating, normalizing and prioritizing threat and vulnerability data in a central platform, including the workflow for prioritizing and remediating vulnerabilities.

ACL Robotics: Solutions for automating process governance or analysis, such as monitoring key risk and performance indicators, conducting automated risk assessments in near-real time, automatically testing the effectiveness of internal controls and procedures, or implementing programs for compliance with policy, regulation or best-practices across 3-lines-of-defence through data automation techniques.

WHAT'S NEW AND NEXT ON OUR ROADMAP

To align with our go-to-market strategy, we are relentlessly expanding our capabilities to address all things GRC. Our Spring release completes phase one of our integration journey, brings more innovative and automated solutions to market, and deepens current product offerings within the HighBond ecosystem.

What's new for May '19 release

Primary solutions impacted: Robotic Process Automation | IT Risk and Compliance | Audit and SOX Management | Compliance Management | Strategy & Performance Management | Vendor Risk Management | Business Continuity Management | IT GRC

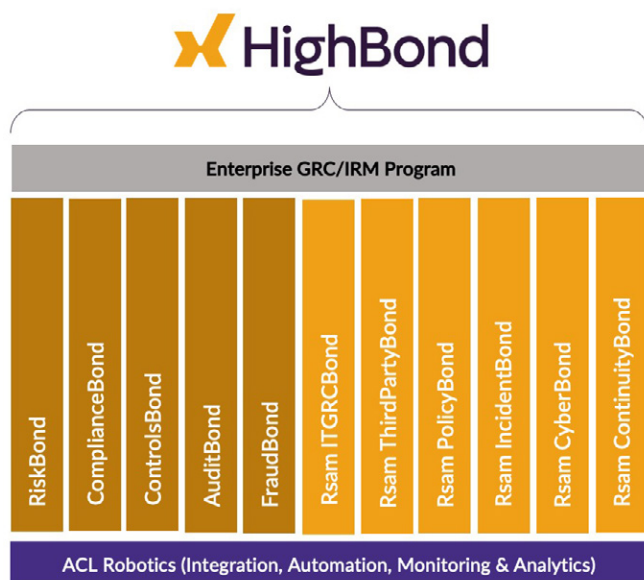
Highlights of the May '19 release include:

- + The launch of our HighBond platform and the completion of phase one of the integration between legacy ACL and Rsam products.
- + Release of the next iteration of ACL Robotics, adding more robotics process automation and machine learning capabilities.
- + Deepened audit, SOX and compliance capabilities including expanded project management and planning features, more flexible and configurable certification workflows, and additional capabilities to engage the first lines of defence.
- + Improved workflow for managing the vendor on-boarding process, enhanced ability to monitor contracts and associated SLAs, expanded integration with third-party risk intelligence feeds to help customers better manage vendor risk exposure.
- + The ability to automatically trigger the appropriate response plan, depending on the nature of the crisis, as well as one-click reporting to quickly communicate results for our business continuity solution.
- + More premium content that spans across various domains including risk and control libraries, automated testing scripts, and regulatory frameworks and standards.

Beyond spring '19

With the Spring '19 release in the hands of our customers, we are continuing to build out new features and enhancements for Fall '19 and beyond. To give you a sneak peak into what's coming next for HighBond over the next 12 to 24 months, we would like to highlight the following:

- + Natural language processing capabilities to help our customers intelligently link compliance, risks and controls content given their environment and industry
- + Automatically generated flow charts to allow users to easily visualize their business processes and map controls
- + Greater functionality for the front lines to foster collaboration between the 3-lines-of-defence
- + Solution for inter-related compliance requirements and updates to ease the pain of managing regulatory and compliance changes (i.e. optimizing compliance).



As our product Bonds are new for this release, we've included a visual representation of our Bonds that demonstrate our coverage of use cases from risk management to compliance to audit to IT governance and security.

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. Galvanize's business is diverse by industry, effectively representing the same industry split as the S&P 500 with one notable exception being public sector.

PRODUCT UPDATES AND INNOVATIONS

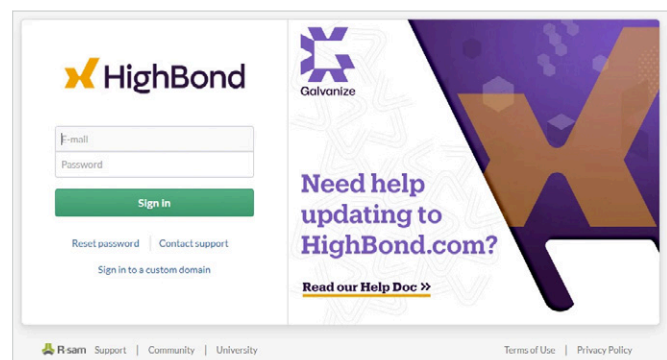
We are always inspired by how our customers use our integrated platform to make data-informed decisions and manage their risk universe. With each release, we strive to strengthen organizations and individuals with the capabilities they need to help them achieve their objectives. For this release, we are excited to introduce you to the most significant product updates grouped by the following categories:

- + **Platform-wide changes:** completion of the first phase of ACL and Rsam integration
- + **Product stack changes:** enhancement and deepening to our products
- + **Galvanizing innovation:** expanding machine learning capabilities
- + **Industry content:** expanded collection of pre-built Robots and industry and regulatory content

PLATFORM-WIDE CHANGES

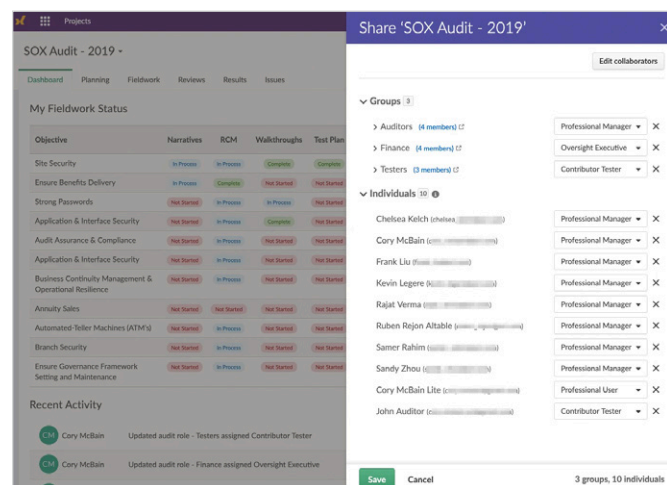
Legacy platform integration

We've completed our first phase of ACL and Rsam legacy product integration as HighBond, which includes three changes. From a technical standpoint, we've integrated user authentication for both ACL and Rsam legacy users by offering single-sign-on. From a customer perspective, we've centralized our login page so end users can access their HighBond products using a single authentication. Lastly and most importantly, we've integrated data sharing so data can be leveraged across both platforms for rich and executive ready storyboards to be built and shared.



Improved UX in HighBond

- + **Email notifications.** As users are frequently sent emails to inform or call to action, more often than not, critical 'call to action' items are missed. This is why we've redesigned emails that get sent to users from HighBond so they're more consistent, straightforward, and can't easily be missed so critical issues, tasks, and remediation items are completed timely.
- + **User management.** Managing user access for large organizations can be time consuming when a new team member needs to be added to 30 different projects. Users now have the ability to add users via groups (i.e. the "Compliance Group") using our 'group permissions' feature, which makes it easier to manage users across the enterprise.



Improved UX in Rsam Bonds

With this release, we've focused on improving the overall user experience in our Rsam Bonds products. A few of these changes include:

- + **Report builder.** What previously required customers to launch Visual Studio before even touching reports, we now have Microsoft Report Builder integrated with Rsam Bonds. This saves our users' time as that they can customize reports to their liking directly from the platform.
- + **Visual workflow.** Users now can visualize their workflow states by configuring the states to display and what end users see. This allows users to clearly see what step they're on in the workflow, determine if there are any blockers, and what actions are upcoming.
- + **Support cases.** Rsam Bond customers can now report any issues directly within the platform to reach support quicker. Depending on the issue, technical details are immediately provided to help users troubleshoot their issue in parallel to resolving it. All reported issues and actions are now at the fingertips of our customers.
- + **Working with records.** We've made enhancement to the way our customers work with records. Specifically, users can now access related details of a record without having to copy data. This saves them time as they can access the information they need to complete their work quicker and make the right business decision.

PRODUCT STACK CHANGES

Audit and Internal Controls Management

GRC capabilities covered: Workflow and Audit Management | Document and Audit Management | Risk and Controls Documentation | Internal Controls Management

Galvanize products strengthened: ComplianceBond | ControlsBond | AuditBond

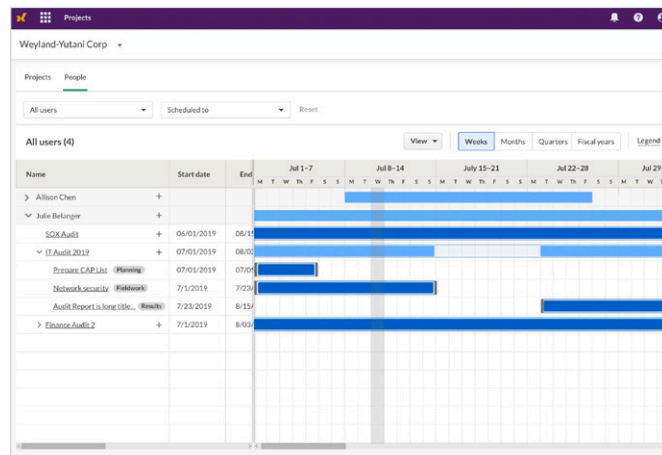
For audit and internal controls use cases we've added some new features that will help team leaders better allocate project resources to maximize overall staff utilization, engage business front lines in control attestation activities, and support more complex enterprise control certification processes (such as SOX 302).

Scheduling projects

As an audit professional, there are three main things to consider when resourcing an engagement:

- + **People:** Who's working on which audits and activities.
- + **Timelines:** When the audits and activities are happening.
- + **Availability:** Which team members are available to execute work.

The latest updates to the Scheduler feature mean that audit professionals now have much better visibility and can appropriately resource their audits. Users can now easily view who is available to perform the work, who is actually scheduled, when they're scheduled, and the length of their commitment. Now teams can be assured that individual resources are not over-committed or under-resourced ahead of time, and better manage scheduling conflicts and resource constraints into the future.



More functionality for auditors

We've made a few enhancements to assist auditors with streamlining their workflow, such as the ability to: (1) add in-line 'TO-DOs' that saves reviewer time by providing easy to reference review notes that give immediate context; (2) sign off on issues throughout their lifecycle (i.e. identification, remediation, plan, and retest) to improve ownership and accountability; add images to be added to rich text fields so users can tell a better story.

Improved user experience for 'first line' users

As companies are increasingly relying on the involvement from the first line of defence in completing compliance and control activities, we've made improvements to their user experience. Specifically, we've unlocked more information at-a-glance for these users, so they immediately have full context to the control and work they're tasked with completing.

Tailoring certification workflows

Complex certification processes are required to be completed as part of compliance and audit processes (including SOX 302). Our latest update makes it easy for organization to design tailored certification forms and workflows to accommodate their organizational complexities.

GDPR COMPLIANCE

GRC capabilities covered: [Compliance Management](#) | [Document Management](#) | [Risk and Controls Documentation](#) | [Risk Management](#) | [Dashboard and Reporting](#) | [Risk and Controls Monitoring](#) | [Issue Management](#)

Galvanize products strengthened: [ComplianceBond](#) | [ControlsBond](#) | [AuditBond](#) | [Rsam ITGRCBond](#)

GDPR compliance can be daunting for organization's trying to navigates its waters. That's why we now offer a dedicated GDPR module to put our customers' minds at ease so they can get a pulse on their GDPR readiness. New capabilities include:

- + **Integration of existing risk management or external data.** To help Data Protection Officers and their teams to streamline the GDPR assessment workflow, there's the ability to integrate in-scope assets and related controls.
- + **Pre-configured assessment templates.** We offer pre-configured Controller and Data Processor assessment templates that users can use as a starting point and focus on specific GDPR regulation components to comply with.
- + **Integration with other processes.** The GDPR module supports policy and exception management, risk and compliance assessments, control testing, incident and breach reporting, vendor and contract management, as well as security operation orchestration, which are all integral to managing GDPR compliance as a whole.
- + **Executive reporting.** Report on GDPR readiness with the click of a button.
- + **Integration of data between product instances.** We also released the capability to manage data syncing between two Rsam instances using the inbound/outbound API. This provides much more flexibility compared to the previous direct-DB implementation. It allows admins to easily determine from within the Rsam administrative UI which data elements are synced at which specific points in the workflow, far superior to having to ask a DB administrator to modify SPs.

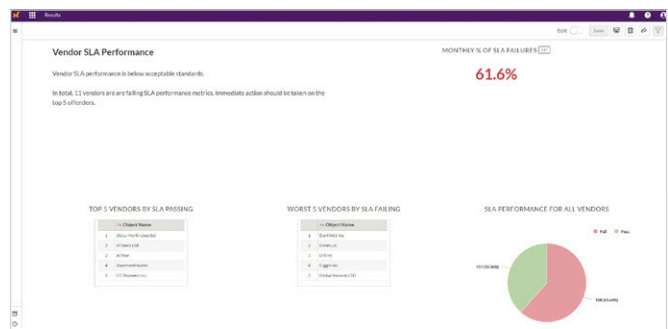
MANAGING VENDOR RISK

GRC capabilities covered: [Third Party Risk Management](#) | [Workflow Management](#) | [Exception Management](#) | [Dashboards and Reporting](#) | [Risk Assessment](#) | [Risk Quantification and Analytics](#) | [KRI Monitoring](#)

Galvanize products strengthened: [Rsam ThirdPartyBond](#) | [Rsam ITGRCBond](#)

Organizations are outsourcing more and more aspects of their operations, which means an increased reliance on vendors. To that end, this increases the organization's exposure to risks that are outside the normal boundaries of the business and more reliance is placed on the vendor to manage risk. That's why we're focused on offering an end-to-end vendor risk management solution to streamline the way these risks are managed:

- + **Improved vendor on-boarding workflows.** Customers (and their vendors) can take advantage of an improved on-boarding workflow process. Specifically, once our customers request an evaluation from a vendor, the vendor is automatically established as a record in the system, which kicks off the initial assessment and credentials to the vendor. This process streamlines the on-boarding process while providing a better user experience for our customers and their vendors.
- + **Enhanced contract management and SLA monitoring.** We've enhanced the creation, review and approval processes for contract management and associated SLAs metrics. These metrics are then used to monitor vendors and proactively manage any SLA deviations.
- + **Syncing between instances.** We now provide the capability of managing data syncing between two instances via inbound/outbound APIs. This provides our customers with more flexibility compared to the prior direct-database implementation for managing data sync between their own internal instance and the vendor-facing portal instance. Administrators can now easily determine which data elements are synced at which points in the workflow; this is much easier than having to ask a database administrator to modify any SPs.
- + **Risk intelligence integration.** We now offer integration with SecurityScorecard and RapidRatings so our customers can continuously monitor their vendors' risk posture.



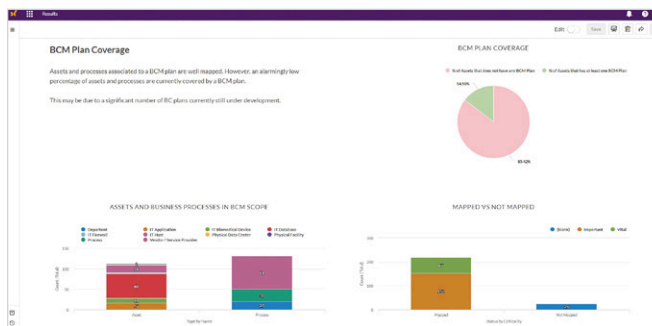
BUSINESS CONTINUITY PLANNING

GRC capabilities covered: Business Continuity Management | Workflow Management | Document Management | Dashboards and Reporting | Risk Assessment | Business Impact Analysis | Resource Dependency Mapping | Crisis and Emergency Management

Galvanize products strengthened: Rsam ContinuityBond | Rsam IncidentBond

Business continuity is a critical component to business resiliency and crucial to effective risk management. Our latest updates makes business continuity management easier for our customers when it comes to planning and executing workflows in the event the unexpected occurs. New features include:

- + **Quicker crisis response.** Depending on the crisis occurring, Rsam ContinuityBond auto selects the plan based on the provided playbooks so organizations can respond and resume business operations quicker.
- + **Enhanced workflows.** We now support streamlined workflows related to component, tabletop and full-scale operational testing.
- + **The right resources at the right time.** With the addition of call trees, customers can individually allocate resources at the plan level; specifically, who needs to be contacted and what resources are required at the various stages of the crisis.
- + **Executive ready reporting.** We have a new BCM report template that automatically generates a report that's executive ready.



ACL ROBOTICS

GRC capabilities covered: Risk Quantification and Analytics | KRI Monitoring | Augmented Analytics | Process Automation

Galvanize products strengthened: ACL Robotics

With the next iteration of ACL Robotics, we've made improvements that enhance the user experience, add flexibility to robotic task execution and user management, and expand our data connectors. Additionally, our machine learning features have expanded so users can make better business decisions by creating their own data models and making predictions based on the data they collect, as outlined below.

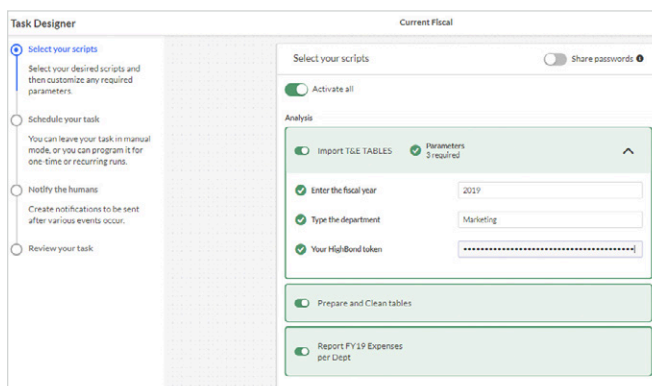
New cloud-only data processing and storage capabilities

We now offer a cloud-based agent with our ACL Robotics product. As you may recall, organizations can run Robots either on the cloud or on-premise; the significant change this release is that customers can forego the on-premise part and completely run off cloud data sources. Since this removes the pain of needing to install and set-up a physical server, customers can deploy ACL Robotics quicker and start automating their data analytic activities right away.

Robots enhancements

We received great feedback from our early Robots adopters. We continue to enhance our automation capability to make it more usable and easy to use. Some great new capabilities we've introduced with this release are:

- + **Easy debugging.** Users can now view log files for each task directly in Robots to debug faster. Or, if preferred, customers can download individual log files from Robots for further analysis.
- + **Better segregation of duties.** We've added the ability to assign separate roles to users that are administrators in Robots. The new "Admin" role has ability to manage all Robots created while the "Manage Agent" admin role can only maintain the Agent. This helps separate the duties between data owners and IT colleagues who only need to maintain the Agent without the need to access sensitive information.
- + **Enhanced ability to manage tasks.** We added more flexibility for managing Tasks in Robots such as the option to cancel and/or delete an existing Task without the consequence of losing data.



New data connectors

Customers can now connect to these external data sources using newly added data connectors:

- + **Rsam connector:** Import data from Rsam Bonds into ACL Analytics and push outputs to the Results module in HighBond to build engaging storyboards.
- + **SharePoint connector:** Import data and key fields from SharePoint for analysis. Additionally, within Rsam Bonds, customers can publish finalized documents (such as policies) into a centralized SharePoint directory that can be shared and accessed by the entire organization.
- + **SSO-enabled SAP connector:** Simplify and centralize authentication for direct access to SAP.
- + **REST connector:** Import data from any application that accepts RESTful API calls.

GALVANIZING INNOVATION

GRC capabilities covered: Risk Quantification and Analytics | KRI Monitoring | Augmented Analytics

Galvanize products strengthened: ACL Robotics

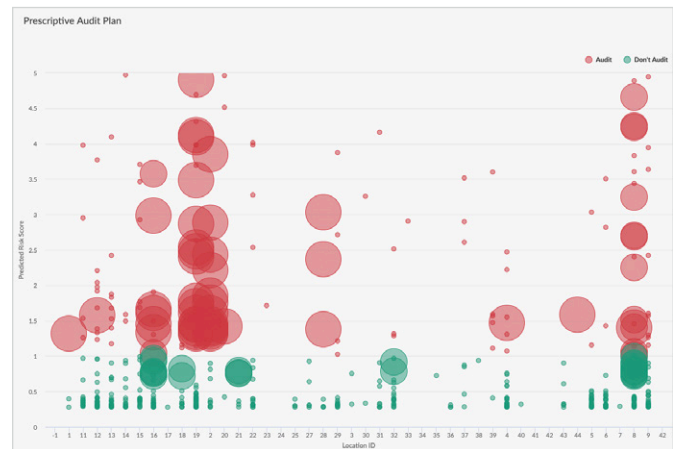
Last year, we introduced unsupervised machine learning to Robotics with the CLUSTER command. This year, we've expanded on our machine learning capabilities with the introduction of supervised learning algorithms – the TRAIN and PREDICT commands.

TRAIN and PREDICT

TRAIN allows customers to train both classification (categories) and regression (numeric value) models using known values in existing data. These models can then be used by PREDICT to make predictions. The TRAIN command will automatically perform much of the data pre-processing, model selection, model tuning and cross validation that a data scientist would typically need to perform. Automating many of these steps reduces the complexities of creating a model, saving time and effort.

For further context on TRAIN classification and regression models, see below:

- + **Classification (categories).** Predict which of a set of categories a new record belongs to, based on the known categories of similar records. For instance if records have already been labeled as fraudulent or not, users can use that data to train a model that will automatically label new records as fraudulent or not.
- + **Regression (numeric value).** Predict a numeric value related to a new record, based on the known numeric values related to similar records. Regression can be used for risk assessments and risk modelling to name a few.



INDUSTRY CONTENT

GRC capabilities covered: Risk Related Content | Compliance Content | Out-of-the-Box Content | Content Management | Content Integration | Pre-populated Content | Tools and Templates | Best Practices | KRI Monitoring | Risk Quantification and Analytics Management

Galvanize products strengthened: All Bonds

Our premium embedded content library contains ready-to-use regulatory updates, risk and control libraries, standards, and best practices to manage the various risk management use cases. Consistent with previous releases, we have been focused on expanding and updating this library. For more details, visit [Content & Intelligence Gallery](#).

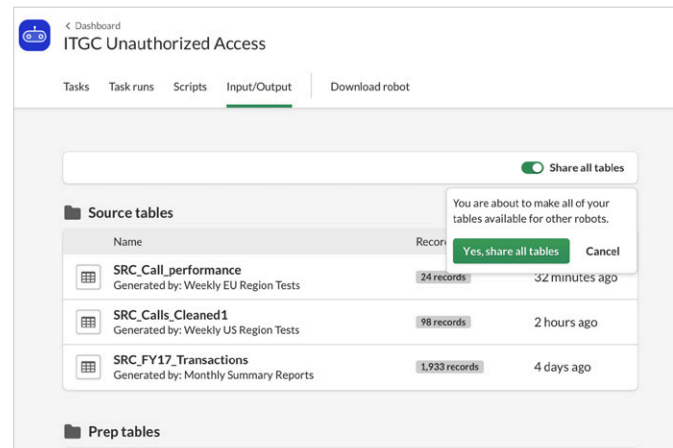
Updated IT risk management content

This release, we're introducing new and updated content so our customers can ensure their organization is effectively managing IT risk as follows:

- + **Cyber security controls.** We added new Center for Internet Security (CIS) Top 20 Controls Libraries.
- + **Expanding enterprise-level IT governance.** We added new COBIT 2019 Control Libraries and Compliance Map.
- + **Ensuring FedRAMP compliance.** We added new NIST SP 800-53 Security/FedRAMP Control Libraries to ensure our customers can determine whether their organizations have adequate control coverage. Government contractors can use our NIST SP 800-171 Compliance Map to track their control coverage and ensure they have the appropriate controls in place.

Automating user access management

Newly released scripts (Robots) enable users to quickly and reliably assess for potential violations of access control policies across common application systems like Salesforce, Oracle, SAP or UNIX against Active Directory. Our ready-to-use, pre-built Robots are specifically designed for the underlying data models of each application. Using pre-built Robots significantly reduces manual effort and improves accuracy by automating access controls and privileged access testing across the full data set (population).



Banking & Lending

We've updated our Banking & Lending suite to include more tools to assist our customers in managing their compliance and operational risk. Users can save time by importing newly added regulatory content for consumer compliance regulations, and the OCC Safety and Soundness guidance procedures, directly into HighBond. Additionally, we offer Automate Fair Lending analysis with our new Pre-built Robot.

Consumer Compliance

New work programs can be used to test procedures for compliance with the Telephone Consumer Protection Act, Servicemembers Civil Relief Act, or the E-Sign Act to demonstrate compliance to external examiners.

Fair Lending Pre-built Robot

We have a new Fair Lending Pre-built Robot that automates our customers' testing of FFIEC Fair Lending procedures. The Fair Lending Pre-built Robot includes data preparation and import scripts to clean and prepare user HMDA data. Once data is imported, customers can use the remaining scripts to identify instances of possible disparate impact.

Safety and Soundness

We've added procedural guidance from the OCC's Safety and Soundness handbooks for:

- + **Capital Adequacy** – the Capital Accounts and Dividends handbook
- + **Asset Quality** – the Allowance for Loan and Lease Losses and Commercial Loans handbooks
- + **Management** – the Corporate and Risk Governance and Insider Activities handbooks
- + **Earnings** – the Analytical Review of Income and Expense handbook
- + **Liquidity** – the Liquidity handbook
- + **Sensitivity to Market Risk** – the Interest Rate Risk handbook

THOUGHT LEADERSHIP & MEDIA COVERAGE

★ **Webinar:** Answering CISOs Top 5 Questions About Vendor Risk Management

In this 45-minute webinar, Christopher Murphey, Director of Customer Success and Ryan Torio, Senior Specialist of Product Strategy at Galvanize unpack common challenges and questions that CISOs have around vendor risk management.

★ **Blog:** Getting started with robotic process automation

In this post, John Verver, CPA, CA, CISA, CM, Director at RSM Canada discusses how organizations can automate repetitive tasks with RPA to boost their team's productivity and accuracy.

★ **Webinar:** Breaking down the barriers to effective internal control

In this webinar, Julianne McGarry, Head of Controls and Compliance Tower at Tata Motors Group and Tom Faraday, Solution Strategy Lead at Galvanize discuss the practicalities of the 3 lines of defence model and the operational challenges of implementing it, how to simply evidence capture and reduce the time taken to rectify control failures, and how to demonstrate the value of best-in-class internal controls to the C-Suite with relevant and engaging business focused reporting—with real examples of the kind of BI and insight that the executives really care about.

★ **Blog:** What is IT audit readiness and why should IT managers pursue it?

In this post, Galvanize discusses how IT managers can prepare for an IT audit at any given time while juggling their long list of responsibilities.

★ **Webinar:** Lessons Learned from Implementing a Financial Control Monitoring Program

In this webinar, Darrell Matthews, Financial Processes and Controls Manager at the City of Lethbridge and Nonie Dalton, Director of Product Management at Galvanize discuss how the City of Lethbridge realized their vision of automated continuous controls monitoring and discuss key lessons they learned including how to: develop a roadmap to build out a control monitoring program, identify common challenges of implementing a control monitoring program and how to solve them, and identify the key steps involved.

★ **Blog:** Robotic process automation (RPA) for auditors and financial control specialists

In this post, John Verver, CPA, CA, CISA, CM, Director at RSM Canada discuss how RPA has application in the auditing space and where it's going next.

★ **Webinar:** Revitalizing Access Control Programs: Intelligent Automation

In this webinar, Colin Whittaker, PCI Industry Alumni, Founder and Director Informed Decisions Ltd. and Phil Shomura, Senior Product Manager at Galvanize discuss how organizations can use robotics and process automation (or RPA) to tackle common challenges associated with access control programs.

★ **Webinar:** Getting Started with RPA for Audit, Risk, and Compliance Professionals

In this 60-minute webinar, Shahed Khalili, Vice President of Product and Shane Grimm, Senior Customer Success Manager at Galvanize share ways teams across the three lines of defence can prepare to adopt RPA, including, an overview of what RPA actually is and how are organizations getting value from RPA technology, how RPA differs from data analytics in digital processes like audit, risk management, and compliance, and the minimum viable, practical steps required to get demonstrable value from RPA as well as concrete examples from the industry.

For more resources and posts, you can find them on our [Galvanize Blog page](#).

UPCOMING EVENTS

Galvanize Summit 2020

April 22-25, 2020 | Orlando, FL

Now that ACL and Rsam have joined forces as Galvanize to create a category-defining platform for integrated risk management with HighBond, we're holding our first joint customer conference — Galvanize Summit. Customers, plus industry experts around the globe, will unite for four memorable days of professional development, training, and networking.

AROUND THE OFFICE

Galvanize Wins 2019 Technology Impact Award (TIA) for Global Export

July 2, 2019: Galvanize has won the award for Excellence in Global Export in BC Tech Association's (BC Tech) 2019 Technology Impact Awards. This award acknowledges a technology company that is succeeding on the world stage through the export of technology built in BC. To that end, BC Tech is focused on growing the technology industry in BC and celebrates companies and individuals who have made a significant impact on the industry.

Galvanize Named Outstanding Workplace in YWCA Women of Distinction Awards

May 14, 2019: Galvanize was recognized as Outstanding Workplace in the 2019 YWCA Women of Distinction Awards. This award recognizes a strong culture, supporting the needs of its employees and encouraging them to balance the demands and rewards of career, family and community. YWCA is one of Vancouver's largest and most diversified non-profit organizations that builds better futures for women and their families through advocacy and integrated services.

Galvanize Named One of Canada's Top Small & Medium Employers

April 12, 2019: Galvanize has been named as one of Canada's Top Small and Medium Employers. The award celebrates employers who lead their industries in exceptional workplaces and recognizes their physical workplace, benefits and transparent culture.

Galvanize and RiskLens Partner to Bring Greater Clarity

March 7, 2019: Galvanize and RiskLens, leader in providing cyber risk management and cyber risk quantification solutions, have partnered up to bring clarity to the potential impact of cyber risk.

Galvanize Named One of Canada's Best Managed Companies by Deloitte

March 7, 2019: Deloitte announced Galvanize as a winner of its Canada's Best Managed Companies awards program, which highlights the top privately-owned Canadian companies. Canada's Best Managed Companies winners are focused on innovation, investment in future technology, talent, and orientation.

Galvanize Named One of BC's Top Employers

February 21, 2019: Galvanize has been recognized as one of BC's Top Employers for 2019. This award recognizes British Columbia employers that lead in offering exceptional places to work. The award is based on eight criteria, whereby Galvanize received top marks for their communication practices, in-house training programs, involvement in the community, culture, and physical office space.

ACL Accelerates Category Consolidation Strategy with Acquisition of Rsam

February 4, 2019: ACL announced the next step in its industry consolidation strategy with the acquisition of Rsam, an analyst-recognized leader in IT, vendor, and security risk management solutions, headquartered in Secaucus, New Jersey. The combination brings together ACL's SaaS platform differentiated by its proprietary risk assurance methodology, advanced analytics/robotic process automation, and top-rated user interface design with Rsam's dynamic flexibility, universal IT systems integration capability, and deep industry content.

For more information, please reach out to us at influencerrelations@wegalvanize.com



Learn more about what you can accomplish with Galvanize

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