

COMPANY OVERVIEW

The **Security**
You Need.
The **Compliance**
to Succeed.







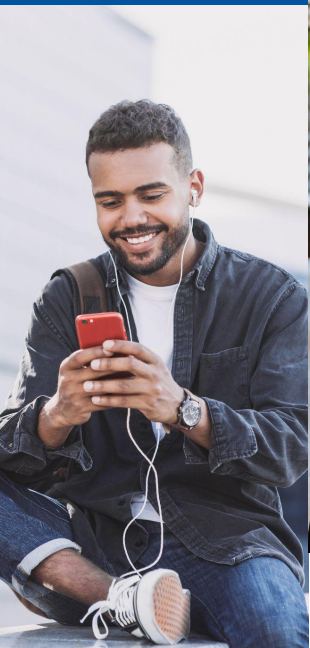
Our **Mission**

At BARR, we build trust through cyber resilience. We help protect the world's data, people, and information networks through a human-first approach to cybersecurity and compliance.





About Us



Who We Are

At BARR, we build trust through cyber resilience. Our mission is to protect the world's data, people, and information networks through a human-first approach to cybersecurity and compliance.



Who We Serve

BARR is a trusted advisor to some of the most innovative technology and SaaS providers across the globe.



What We Do

We specialize in cybersecurity and compliance for companies with high-value information in cloud environments like AWS, Microsoft Azure and Google Cloud.



How We Do It

By providing unparalleled service, following the data, and focusing on security first, we take a comprehensive approach for every client we serve.



The **Value** We Bring

WE CARE

As your security partner, we take the time to listen and understand so you can achieve lasting cyber resilience.

WE KEEP IT SIMPLE

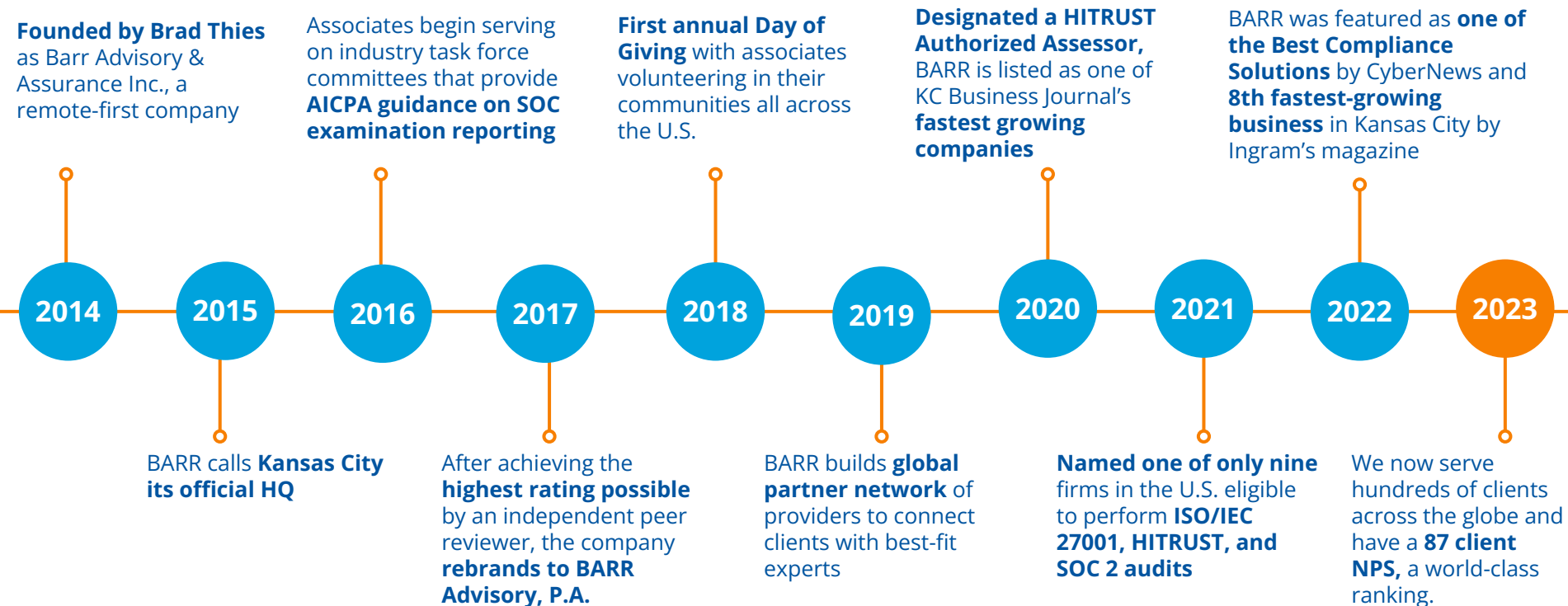
We take the complexity out of compliance without compromising quality.

WE'RE APPROACHABLE

Our expertise is matched only by our accessibility.



BARR's History





Why BARR?

BARR has a global network of partners, the perspective, and deep expertise every thriving SaaS provider to world-class enterprise needs to **stay secure and compliant at every stage.**

But don't take our word for it—
the statistics speak for themselves.

AUTOMATION

Our proven process integrates with the leading compliance automation tools

100%

Approval of CEO on
Glassdor.com

87

Clients give BARR a world-class Net Promoter Score (NPS)

AUDIT ONCE

Report many with BARR, one of a few firms eligible to audit against ISO 27001, HITRUST, and SOC 2.

QUALITY

Guaranteed. BARR's team of technical writers review all reports prior to production

THOUSANDS

of successful engagements

BARR serves clients in 20+ countries spanning

6 CONTINENTS

100+

Our associates have over 100 industry certifications



BARR Advisory's **Core Values**

WE ARE
TRANSPARENT

We build relationships based on respect, accountability, and trust.

WE KEEP IT
SIMPLE

Simple is powerful. We focus on what's essential.

WE PROVIDE
**UNPARALLELED
SUPPORT**

We're relentless in our pursuit to add more value for our clients.

WE ARE
INCLUSIVE

We believe in diversity of people and ideas.
At BARR, everyone belongs.

WE ARE
FUTURE READY

We embrace continuous improvement and drive innovation to solve the unrecognized needs for our clients and industry.



Industries We Serve

Expertise in the most
regulated industries.



HEALTHCARE

GOVERNMENT

FINTECH & FINANCIAL SERVICES

ARTIFICIAL INTELLIGENCE

COMMUNICATIONS & MEDIA

LOGISTICS



BARR Advisory Services

ATTEST



SOC Examinations



Healthcare Compliance



**Certification to
ISO Standards**



**Privacy Assessments
(i.e. GDPR, Microsoft
DPR, CCPA, GLBA)**

CONSULTING



**Government Assessments
(i.e., NIST, CMMC,
FedRAMP, DFARS)**



**Payment Card Industry
(PCI)**



**Penetration Testing and
Vulnerability Assessments**



**Virtual CISO (vCISO)
Advisory**



**Policy and Procedure
Documentation**



Security Questionnaires



Risk Assessment



Vendor Assessment



**Security Project
Management**



BARR Client Guarantees



100% Satisfaction Guarantee

We have 100% confidence in our people, processes, and expertise that your satisfaction is a guarantee.



Audit Expertise Guarantee

Since our founding, BARR has received the highest rating of *pass* on all peer reviews. Our people hold 100+ industry certifications and serve on AICPA task force committees that provide guidance on SOC examination reporting.



Client Commitment Guarantee

The BARR team will show you how to use security as a **differentiator**, so you can set your organization apart from competitors, accelerate innovation, and improve decision making at every stage of your growth.



Clients We Serve

You're in good company.





Get a Feel for the **BARR Experience** with Resources You Can Use

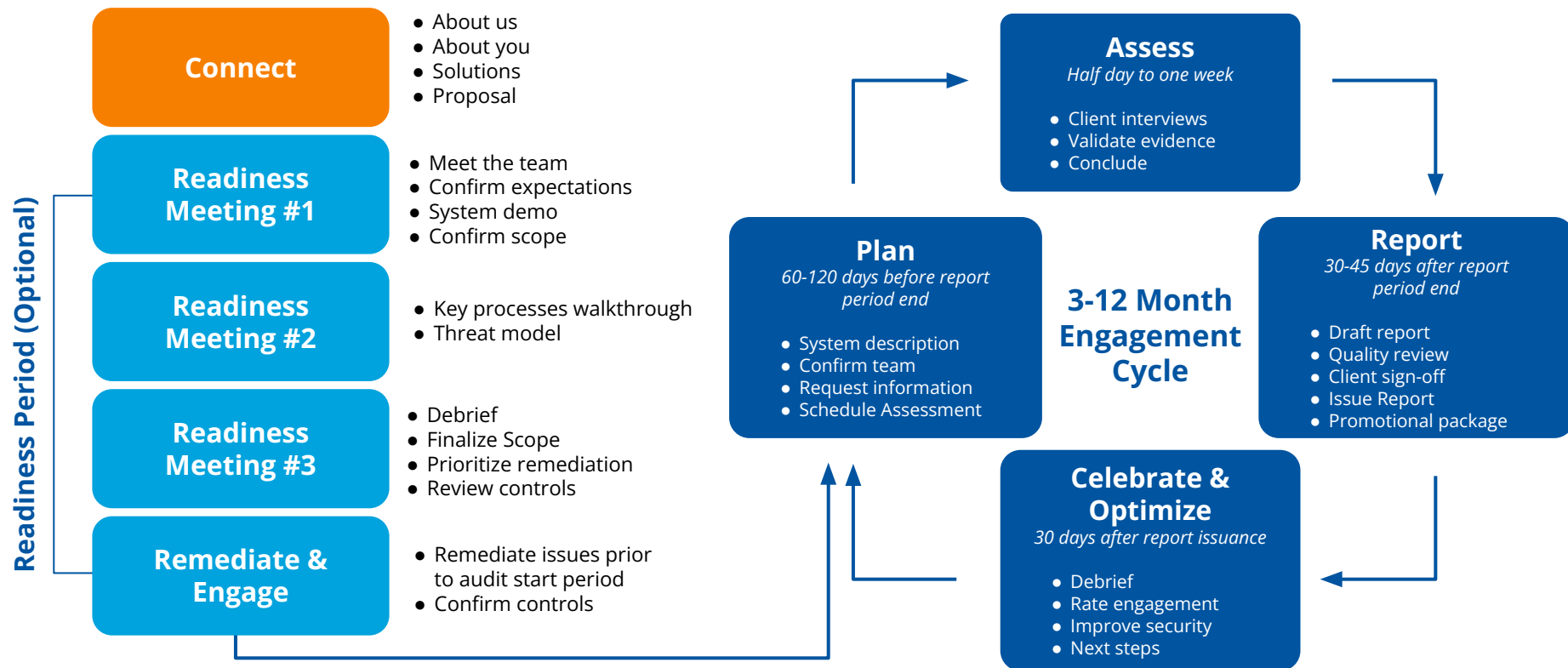
CLIENT CASE
STUDIES

RESOURCE
VIDEO
LIBRARY

REASONS WHY
OUR CLIENTS
LOVE WORKING
WITH US

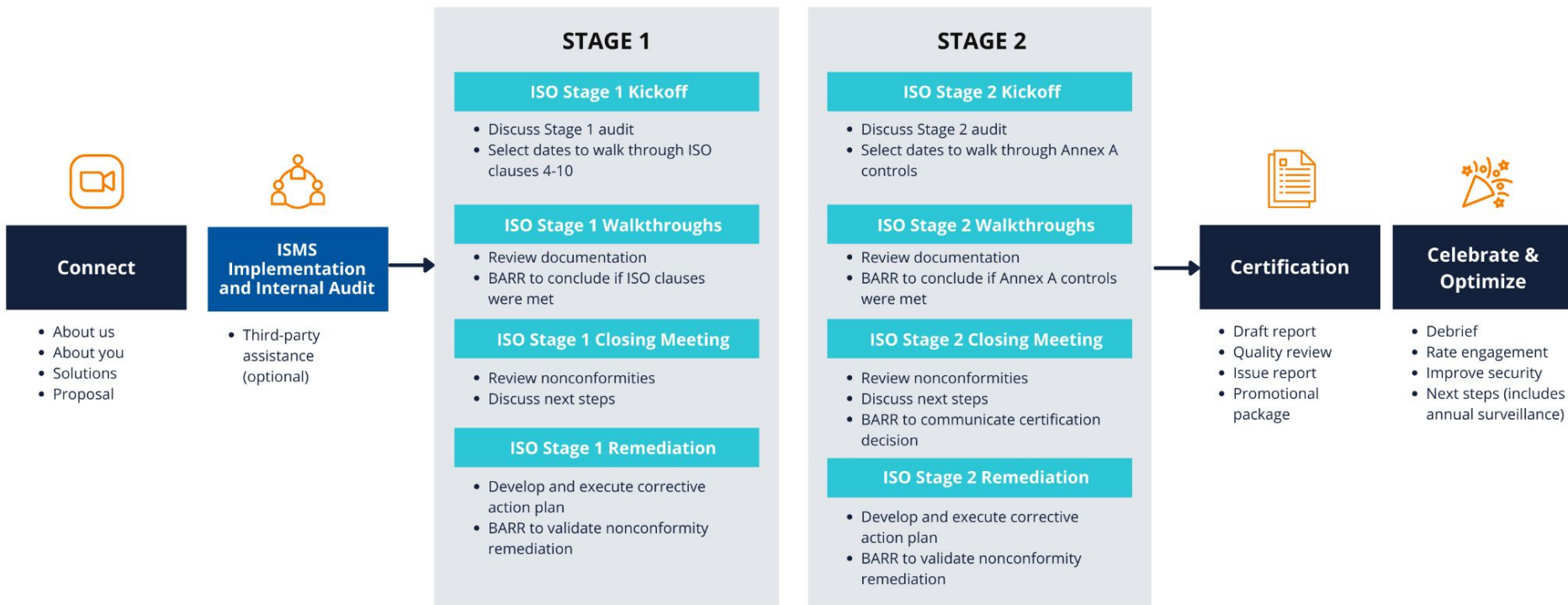


SOC Examination Engagement Process



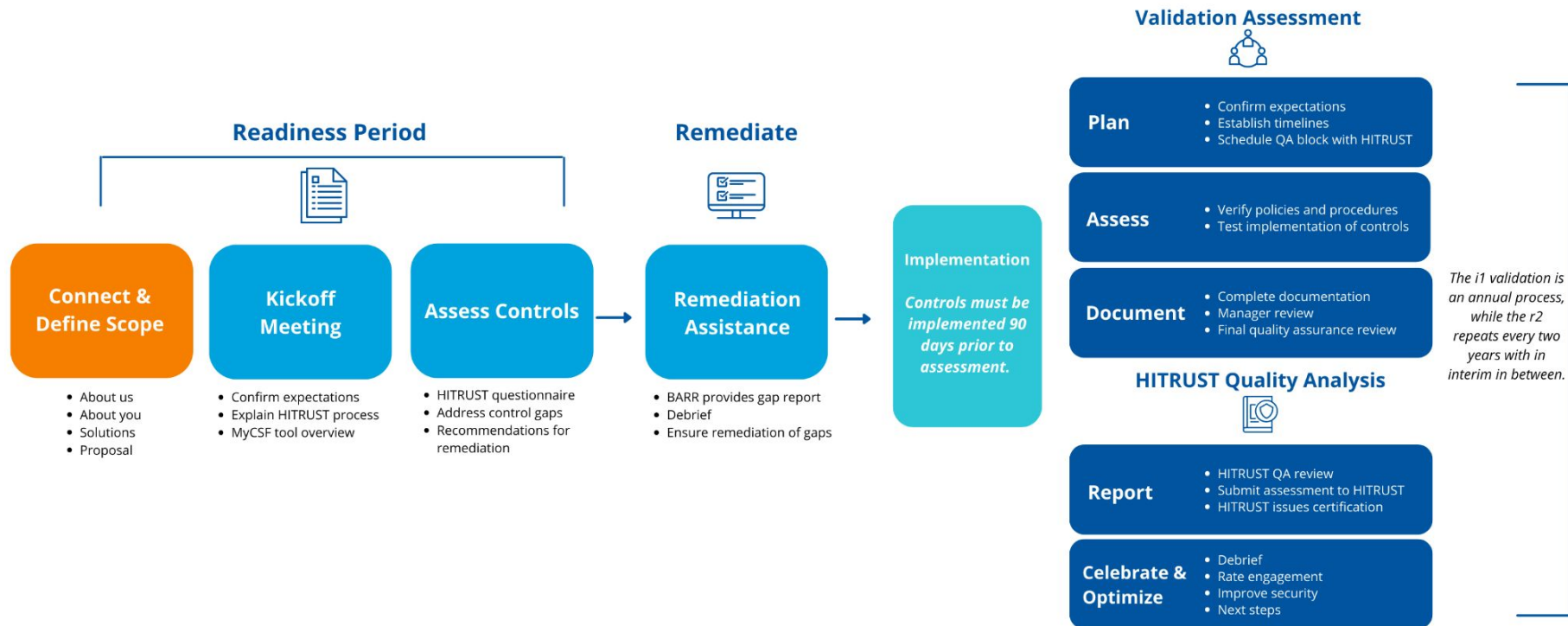


ISO Engagement Process





HITRUST Engagement Process





Cybersecurity Consulting Process



Phase 1: Gap Assessment

1-2 Months

Connect & Determine Scope

- Team introductions
- Kickoff meeting
- Determine scope, including assessment criteria

Assess the Client

- Walkthroughs and interviews
- Document reviews
- System observation and inspection

Prepare & Finalize Deliverables

- Prioritized gaps and recommendations
- Initial set of controls
- High-level scope definition

Debrief

- Present deliverables to client
- Communicate Phase 2 budget



Phase 2: Remediation

1-3 Months

Establish Security Committee

- Form a security team
- Document team members' responsibilities

Project Management

- Ensure all gaps and recommendations progress toward remediation

Phase 2 Deliverables

- Security team documents
- Information security policies and procedures
- Final set of controls mapped to in-scope framework

Determine Phase 3 Approach

- Define security plan
- Roadmap for sustainable long and short-term information security management program
- Communicate Phase 3 budget estimates



Phase 3: Continuous Management

Ongoing CISO Advisory services:

- Customer compliance questionnaires
- Risk assessments
- Vendor evaluations
- Internal audits
- Security awareness training
- Penetration tests
- Reviews and updates of policies and procedures
- InfoSec KPIs



Companies that choose BARR for **SOC compliance** accelerate their innovation and business growth



Through SOC 2 compliance, Airtable was able to accelerate innovation and speed to market, launching 5 new product updates for their users.



Once completing a SOC 2, Remix was acquired by Via and now provides an end-to-end digital infrastructure for powering public mobility.



Armed with a SOC 2, RFP360 saw a 90% drop in security requests and reduced the time and energy spent throughout the auditing process.



Securiti achieved SOC 2 compliance and was named a "Top 25 Machine Learning Startup to Watch in 2021" by Forbes magazine.



After securing a SOC 2, Tessian tripled their Fortune 500 customer base and recently raised a \$65m Series C led by March Capital.



Companies that choose BARR for **accelerate their innovation and business growth**



BARR's vCISO Advisory practice helped Ceros to close deals, increase annual revenue, and reduce the length of sales cycles.



After becoming HITRUST certified, RxSense was recognized by Healthcare Business Review as a top digital transformation solution provider.



Since partnering with BARR, Drata has expanded its services to include ISO 27001 and became the #1 Highest Rated Cloud Compliance Software on G2.

Our Cybersecurity Consulting Experience



BARR helped cloud-based experiential platforms, like **Ceros**, **close deals**, **increase annual recurring revenue**, and **reduce the length of sales cycles**.



“BARR knows security best practices, which was really helpful going through the audit process. Being able to look at issues through the **eyes of an auditor** and having the ability to make impactful adjustments to meet controls is something we needed.”

— Ceros



“BARR Advisory ran a very productive process that used my time in an efficient way. **I would recommend their services to everybody looking for an efficient SOC 2 certification process.**”



cleansHELF



”

**For first-time SOC 2 audited companies,
BARR is really helpful in preparation.**



TURAZO

SOC 2 Compliance



”

**Very professional, great to work with, and flexible
with our unique, 100% cloud environment.**



RXSENSE®

HITRUST Services



”

BARR provides great communication and feedback to clients. We've partnered with them for years. Their process is simple and pricing is fair.



ISO 27001 Services



BARR worked with us to execute a HIPAA Risk Assessment on an expedited timeline. They exhibited professionalism coupled with great collaboration and exceptional timeliness. We look forward to working with BARR in the future.

sitka

HIPAA Compliance



Delivering **Client Success**

"BARR is not our auditor. They are our security partner."

veer

"BARR's competency, efficiency, and professionalism helped us expand our compliance objectives and improved our security posture."

 **QUICK
BASE**

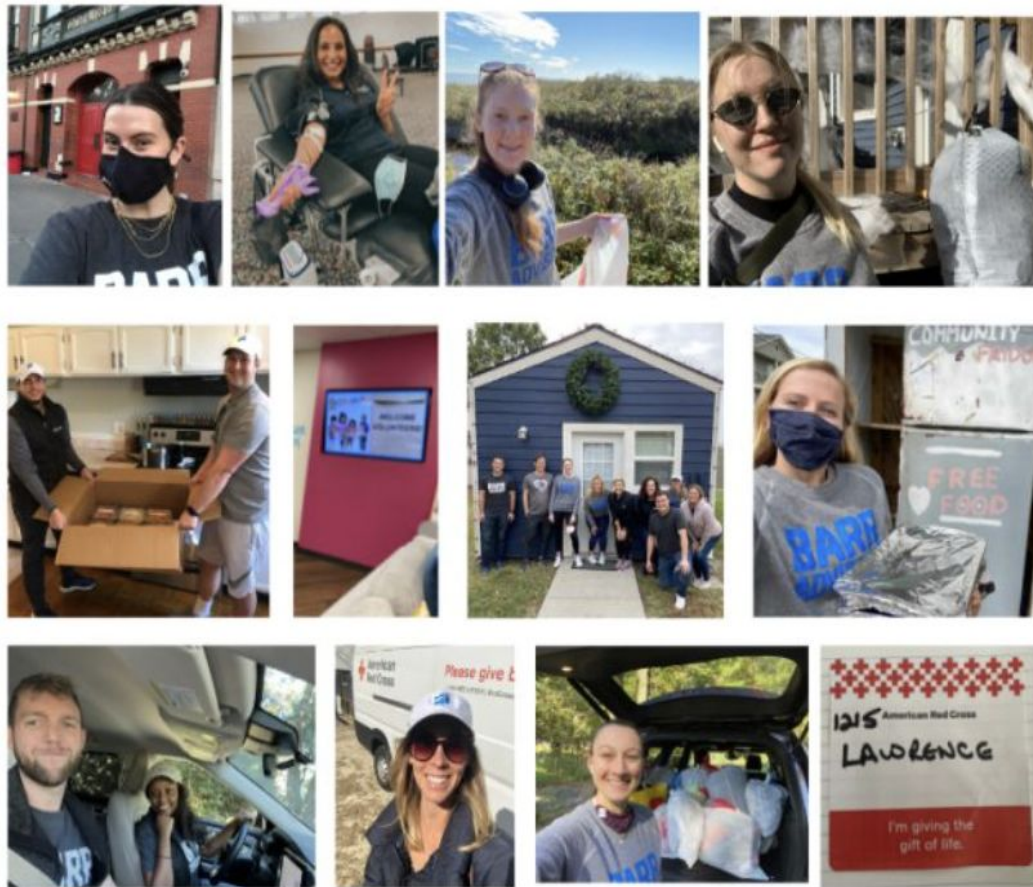
We are truly impressed with BARR's commitment to timelines, and the team's responsiveness. What was anticipated to be a complicated process, turned out to be smoother than we expected.

 **userpilot**



Creating a Culture of Philanthropy

Through volunteerism, community initiatives, and strategic partnerships, the **BARR Belong Foundation** is building stronger, safer, more secure communities.













Organizations and Causes Served



BARR DEIB Initiatives & Accomplishments

| | |
|--|--|
|  | Developed a Guide to Policies with Equitable Outcomes |
|  | Focus on recruiting candidates with diverse talents and backgrounds |
|  | Committed to a fair compensation philosophy |
|  | Forged new strategic partnerships with organizations dedicated to increasing diversity, equity and inclusion, such as the Apprenti Program |
|  | Launched BARR Resource Groups (BRGs) for associates to engage around shared interests and comm backgrounds |
|  | Invite lunch & learn guest speakers to share varied experiences and enrich perspectives |
|  | A member of the <i>Time to Vote Initiative</i> , a nonpartisan effort that promotes voter participation |
|  | Launched the BARR Belong Foundation to help communities thrive |



BARR BENEFITS-AT-A-GLANCE

| | |
|--|----------------------------------|
| Medical Including Telehealth (24/7 Healthcare) | Monthly Cell Phone Reimbursement |
| Dental | Professional Development |
| Vision | Stock Appreciation Plan |
| Health Savings Account (HSA) | AmEx Card Rewards |
| Retirement 401(k) Plan | Associate Referral Program |
| Unlimited PTO | Associate Awards |
| 16-week Parental Leave | Spot Bonus Program |
| STD/LTD Leave | Sabbatical Leave |
| Company Paid Life Insurance | Wellness Stipends & Challenges |
| 100% Remote Employment | Lunch & Learn Guest Speakers |
| MacBook Pro & Equipment | Employer Matching Gifts |
| Monthly Office Reimbursement | 2 Service Days + Day of Giving |



glassdoor®
5.0 | ★★★★★

"I feel very fortunate to be a part of BARR. Normally there are trade-offs for career aspirations, company culture, and work/life balance. But BARR does an amazing job balancing all of these aspects to make a rewarding and inclusive environment. **It's comforting knowing that BARR walks the walk."** — *BARR Associate*



Meet the Client Service Management Team



BRAD THIES

Founder & President



MITCH EVANS

*Director,
Cybersecurity Consulting*



KYLE HELLES

*Head,
Attest Services*



ANGELA REDMOND

*Director,
Attest Services*



CAMERON KLINE

*Director,
Attest Services*



WHITNEY PEREZ

*Director,
Attest Services*



BARBARA DONATIEN

*Manager,
Attest Services*



CODY HEWELL

*Manager,
Attest Services*



DARIEK HOWARD

*Manager,
Attest Services*



JULIE MUNGAI

*Manager,
Attest Services*



MARC GOLD

*Manager,
Attest Services*



STEVE RYAN

*Manager,
Attest Services*



SYDNEY BUCHEL

*Manager,
Attest Services*

Thank You

