DRATA | Accelerate Security Assurance

Show your security posture in real time, shorten review cycles, and turn assurance into a strategic business enabler. With Drata, you can centralize reports and certifications in a live portal, answer lengthy questionnaires in minutes, and prove ongoing trust to prospects, customers, and stakeholders.

[PROBLEM] SECURITY REVIEWS DELAY DEALS

Provide Instant Access to Trust Documentation

Manual reviews and document requests keep prospects waiting, slowing sales and creating bottlenecks that stall revenue. With Drata you can, centralize compliance reports, policies, and certifications in a secure, branded page. Control what to share, manage access, track engagement, and deliver proof on demand.

[PROBLEM] QUESTIONNAIRES DRAIN RESOURCES

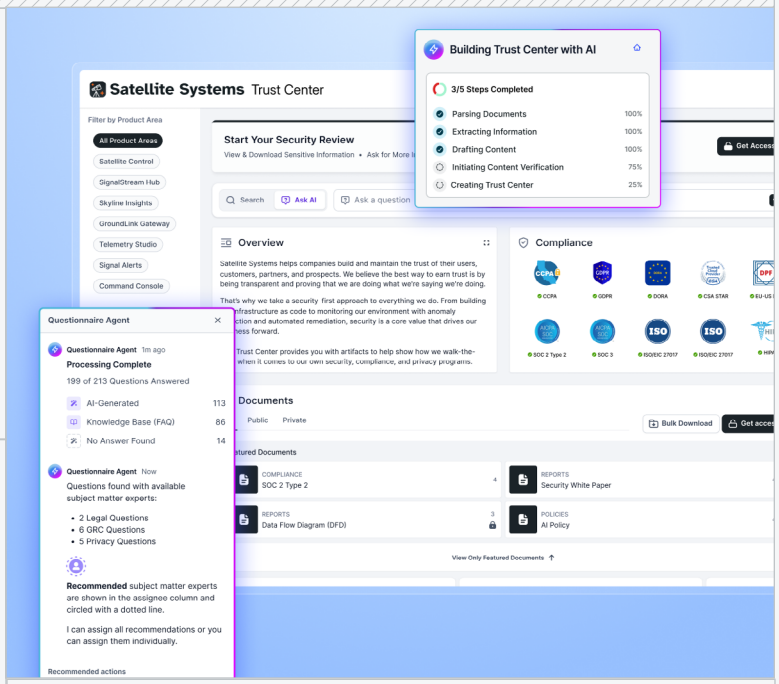
Automate Responses to Security Questions

Security and compliance teams spend hundreds of hours answering repetitive questions. Without automation, work can't scale, creating backlogs and pulling focus from strategic priorities. Drata AI completes questionnaires in minutes using approved policies, prior responses, and Trust Center content for fast, accurate answers that scale.

[PROBLEM] SECURITY ROI IS HARD TO PROVE

Show the Business Impact of Trust

Security teams help sales close more deals, but quantifying that impact is tough. Use Drata to communicate the business value of security and trust. Enterprise analytics show posture in real time, shorten review cycles, and centralize reports while granular ROI dashboards connect your efforts to ARR, pipeline, and deal velocity.



[PROBLEM] INCONSISTENT ANSWERS UNDERMINE TRUST

Maintain a Single Source of Truth

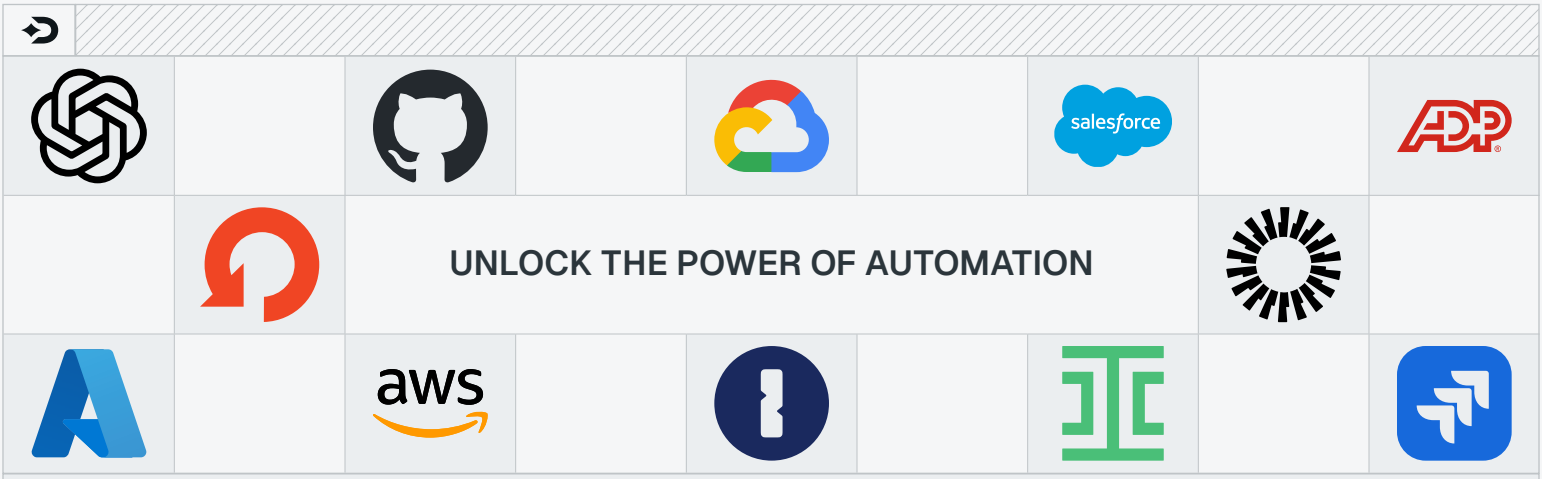
When information becomes outdated or inconsistent internally, it increases the risk of prospects losing trust and prompts deeper validation during the sales process.

Drata provides one source of truth for questionnaire answers, no matter who is answering the question. With AI-powered workflows, every response is vetted, aligned with current posture, and delivered as a consistent, approved response—enabling consistent responses while keeping humans in the loop.

TRUSTED BY 8,000+ GLOBAL CUSTOMERS

WIZ asana GitLab okta OpenAI Vercel

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ACCELERATED SECURITY ASSURANCE FEATURES

Customer Trust Portal
Provide on-demand access to updated security assurance documents, including third-party reports and certifications.

Automated Security Questionnaires
Generate accurate responses to inbound security questionnaires to accelerate review cycles.

Trust Measurement
Bridge the gap between security work and business success with insights into impact on revenue, pipeline, and deal velocity.

Drata AI
Take advantage of native AI features and autonomous agents to transform GRC from a defensive necessity into a business enabler.

WHY DRATA

▶ **Always-On Trust to Accelerate Sales**
Combining continuous monitoring with proactive, transparent sharing of security posture streamlines reviews and shortens sales cycles.

▶ **Configurable Trust Center Access**
Access options control what is shared and with whom based on the tiered access needed to align with customer, regulatory, and risk requirements.

▶ **AI and Automation That Unblock Deals**
Instant questionnaire responses and automated evidence sharing removes manual bottlenecks and enables ongoing trust assurance.

> **WE CAN TIE DUE DILIGENCE IMPACT DIRECTLY TO DEALS, UNDERSTANDING TRUST NOT AS A COST CENTER BUT AS A CONTRIBUTOR TO ENABLING THE BUSINESS.**

Eileen Filmus
Head of Trust
Brex

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