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# Build Your **Business Case** For Compliance Software.

A **practical worksheet** to compare costs and make the case internally.

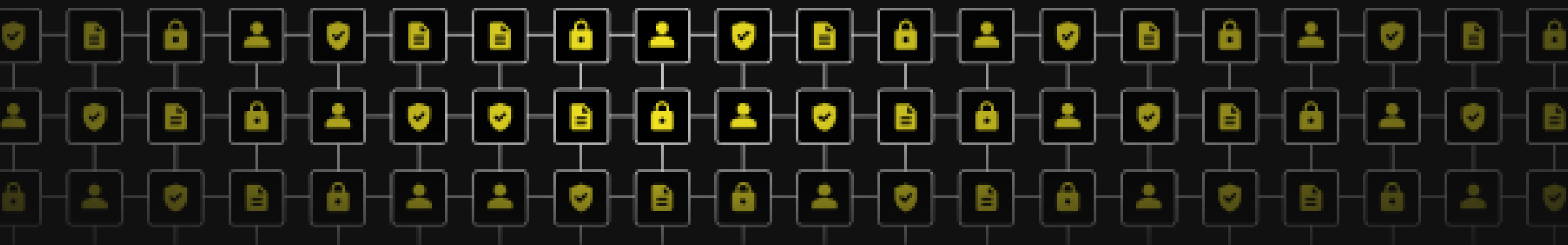


Compliance requirements are growing. But for many teams, the time and resource available to manage them isn't.

More audits. More frameworks. More evidence. More stakeholders.

Before planning your next move, there's a simple question to start with:

**What is your current approach already costing the business?**





## The compliance workload is intensifying.

**97%**

of organisations conduct 2+ audits per year.

**74%**

of enterprises conduct 4+ audits per year.

**1 in 4**

cite managing concurrent audits as their primary challenge.

## And requirements aren't standing still.

**47%**

of organisations expect to be impacted by the EU AI Act.

**Yet 1 in 3**

don't have an AI compliance policy in place.

## The pressure to do more, without simply adding more resource, is growing.

**99%** of compliance teams believe consolidating audits could save time and money.

But **27%** aren't sure where to start and **24%** say they're too time poor.

## So where is your time going today?



# 1. Calculate the cost of your current approach.

| Activity                             | People/<br>Teams | Hours spent<br>per month | Avg. hourly<br>cost | Total monthly<br>cost |
|--------------------------------------|------------------|--------------------------|---------------------|-----------------------|
| Evidence collection & management     |                  |                          |                     |                       |
| Policies & Documentation             |                  |                          |                     |                       |
| Controls, risks & corrective actions |                  |                          |                     |                       |
| Colleague coordination & ownership   |                  |                          |                     |                       |
| Supplier & third-party compliance    |                  |                          |                     |                       |
| Compliance tracking & reporting      |                  |                          |                     |                       |
| Multi-framework management           |                  |                          |                     |                       |
| Internal audits & assessments        |                  |                          |                     |                       |
| External audit preparation           |                  |                          |                     |                       |
| TOTAL                                |                  |                          |                     |                       |



# Do the maths.

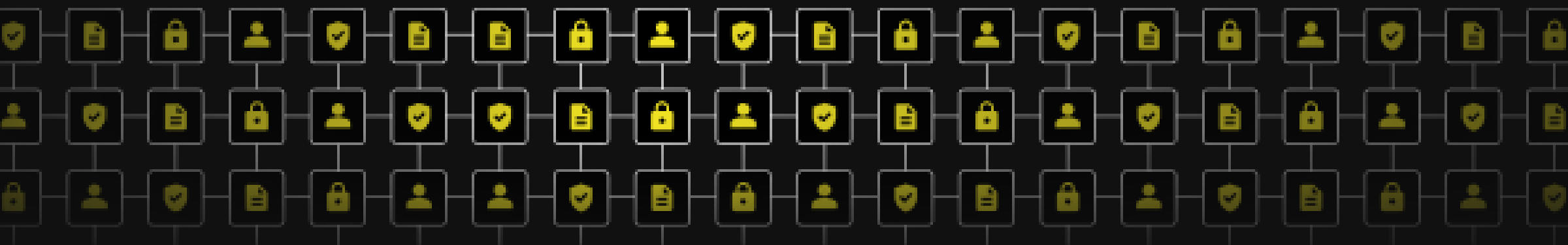
Total team hours x average hourly  
cost =

This is your estimated monthly compliance cost  
including everyone involved.

Total monthly cost x 12 =

This is your total estimated annual compliance  
admin cost.

And that’s before considering the opportunity cost of what those teams  
could be doing instead.





## 2. Explore what a platform approach could look like.

|                                  | Manual                                                                                                                               | Platform                                                                                                                                                        |
|----------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Evidence collection & management | Search across separate inboxes, drives and systems. Chase colleagues and work out where evidence belongs and when it needs updating. | Search for, surface and centralise evidence continuously across live integrations, connect it to each relevant requirement and maintain it throughout the year. |
| Policies & Documentation         | Draft, review, distribute and track documents across separate tools and processes.                                                   | Create, manage, assign and update policies from one place.                                                                                                      |
| Multiple frameworks              | Manage requirements separately and repeat work where standards overlap.                                                              | Map shared controls and reuse relevant evidence across every framework.                                                                                         |
| Ownership & collaboration        | Rely on spreadsheets, emails and individual follow-ups to keep activity moving.                                                      | Assign team members clear responsibilities, deadlines and visibility of what's outstanding.                                                                     |
| Risks & controls                 | Maintain separate registers and manually connect risks, controls and actions.                                                        | Manage risks, controls and corrective actions as part of the wider compliance programme.                                                                        |
| Audit readiness                  | Pull together evidence and update records retrospectively ahead of an audit.                                                         | Maintain controls, evidence and activity throughout the year.                                                                                                   |
| Visibility & reporting           | Piece together spreadsheets, documents and updates to understand current status.                                                     | Maintain one connected view of your compliance posture and where attention is needed.                                                                           |

Good compliance technology does a lot of the admin legwork. **But decision making should never be automated.** Your people should always retain the judgement, ownership and accountability.



### 3. Understand when it might be time to change.

**"When is the right time to move to a compliance platform?"**

There isn't one right answer. The trigger could be another framework, growing audit or customer demands or simply reaching the limits of manual processes. Whatever the reason, the goal is the same: **reduce the operational cost of compliance while increasing its wider business value.**

#### 30-40% less time on audit prep



advantex

significantly reduced time spent on audit prep while bringing multiple standards into the system.

#### 50% less manual effort required



NET-DEFENCE

halved the manual work and processes behind their compliance programme.

#### New customer opportunities



XMP

achieved 3 certifications in 4 months, resulting in two immediate new customer partnerships.

#### Value beyond certification



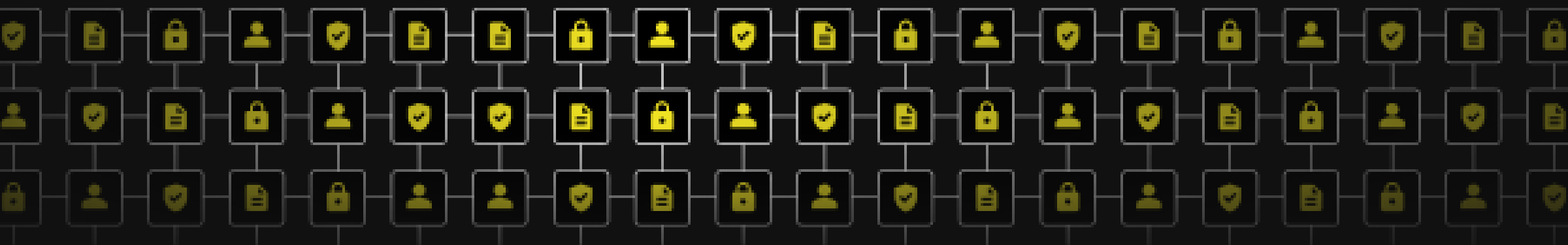
Blue-i  
GROUP

strengthened customer confidence, boosted ESG scores and strengthened exit value.



"The real benefit of Hicomply, as far as I'm concerned, is twofold: the software and the personnel. It's an all-encompassing tool that consolidated everything and enabled us to deliver on our commitments with confidence."

– CEO





## 4. Build the wider business case.

The return isn't only measured in admin savings alone.

### Give teams time back

Reduce the effort spent searching for evidence, maintaining documentation, chasing colleagues and preparing retrospectively for audits.

### Simplify multi-framework compliance

Reuse controls and evidence across overlapping requirements rather than maintaining separate programmes for the frameworks you manage now and in future.

### Create clearer accountability

Give people across the business visibility of what they own, what's required and what's outstanding.

### Maintain readiness year-round

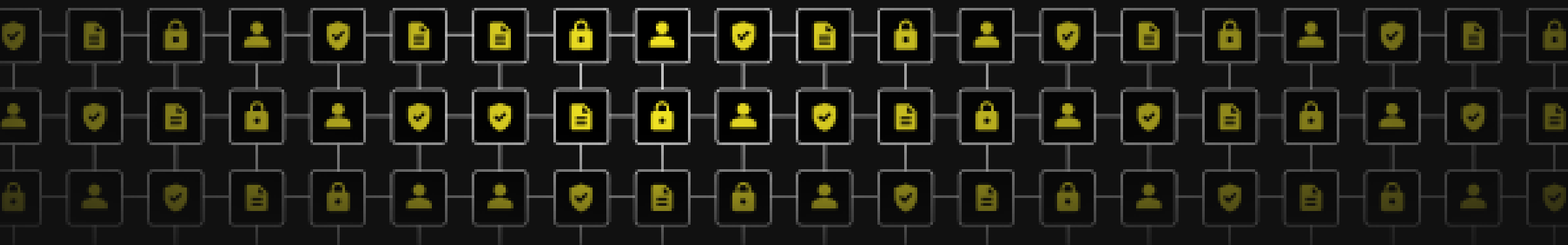
Move away from intensive audit scramble towards compliance that's embedded into business operations throughout the year.

### Strengthen assurance

Demonstrate your compliance posture upon request to customers, auditors, procurement teams, boards and other stakeholders.

### Support growth

Scale into new frameworks, customer requirements and commercial opportunities without simply multiplying the workload.



## 5. Assess your case for business change.

A checklist to pressure-test your current approach.

- ☐ We spend significant time preparing for audits.
- ☐ We're regularly searching for or chasing evidence.
- ☐ We're duplicating work across frameworks.
- ☐ It's difficult to see our current compliance posture.
- ☐ Compliance relies heavily on a small number of people.
- ☐ Our compliance requirements are increasing.
- ☐ Manual processes make it difficult to maintain compliance throughout the year.
- ☐ It's unclear who owns what across the business.

### How many did you tick?

There isn't a magic number. But if several sound familiar, consider how sustainable your current approach is for where the business is heading – or whether maintaining it could create greater cost and complexity over time.



# 6. Plan your next move.

Define what you need today and what you'll need next.

## 1. Prioritise the problems to solve.

Where is the biggest drain today? Identify your must-haves versus nice-to-haves.

## 2. Plan for what's next.

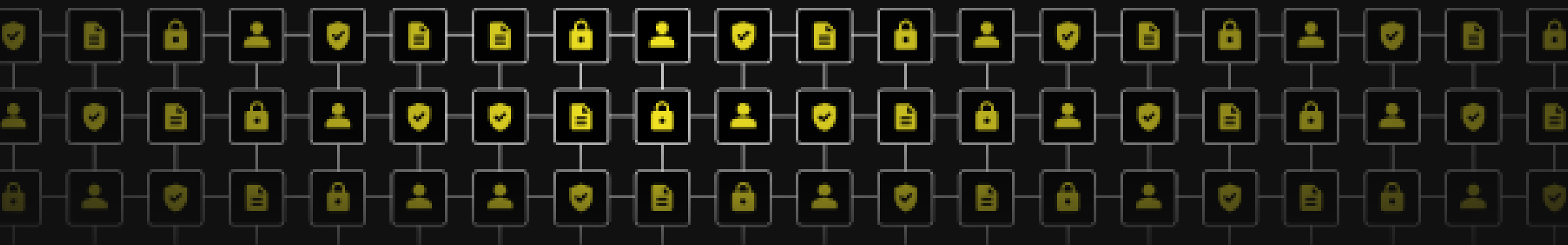
Consider the next 12–24 months. New frameworks, markets, customer requirements or more people involved?

## 3. Define the support you need.

Software alone, implementation support or ongoing access to compliance expertise?

## 4. Compare your options.

Ask a provider how their platform works in practice, what it will change for your team and whether it can support where you're heading.





## Use these questions to guide your comparison:

- ☐ Framework coverage: Does it support what you need today, and how easily can you expand into future frameworks? Can controls and evidence be reused, or will you need to start again?
- ☐ Evidence management: Is evidence simply collected and stored, or can it be proactively identified, surfaced and mapped to relevant requirements?
- ☐ Risk & control management: Can risks, controls, actions and evidence be managed as one connected programme, or across separate processes?
- ☐ Collaboration & ownership: Can responsibilities extend easily across the wider business, with clear ownership and accountability?
- ☐ Monitoring & visibility: Can you see your compliance posture and identify gaps throughout the year, or does visibility still depend on manual reporting?
- ☐ Integrations: Does the platform connect to the systems where your evidence and activity already live — and what do those integrations actually do?
- ☐ Implementation: Can you build on the work you've already done, or will moving platforms require you to start again from scratch?
- ☐ Support & expertise: What level of ongoing support is included? Will you have access to compliance expertise when you need it, or does support come at an additional cost?
- ☐ Scalability: What happens as you add frameworks, requirements, teams or users? Will the platform and pricing model scale with you?
- ☐ Total cost: What's included in the headline price? Factor in additional users, frameworks, integrations, modules, implementation and support before comparing costs.

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## 7. Compare the cost of a different approach.

Now return to the cost you calculated at the start:

Estimated annual compliance cost =

**Say Hi to compliance software that doesn't slow you down.**

Hicomply starts from **£5,300 per year**, with pricing that scales as your compliance requirements grow.

Stay audit-ready year-round with continuous visibility of your controls, evidence and ownership.

Scale your programme with cross-framework control mapping, smart evidence integrations, automated gap analysis and flat user pricing.

Bring policies, risks, controls, assets and evidence together in one connected programme.

Dedicated, unlimited in-house support is included as standard from day one.

**Take the interactive Hicomply tour →**

hicomply



Find out more:  
[www.hicomply.com](http://www.hicomply.com)

