

COMPANY OVERVIEW

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







Our **Vision**

Enable people around the world to
trust each other.

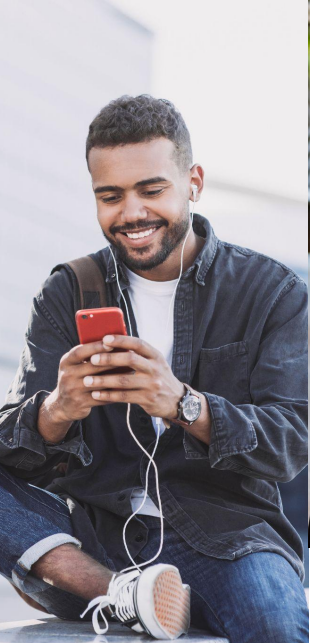
Our **Mission**

Empower organizations to create **trust** by
building, managing, and auditing
cybersecurity and compliance programs.





About Us



Who We Are

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



Who We Serve

BARR specializes in cybersecurity and compliance for organizations with high-value data that serve regulated industries such as healthcare, financial services, and government.



How We Do It

By providing unparalleled service 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

Founded by Brad Thies as Barr Advisory & Assurance Inc., a remote-first company

BARR serves on industry task force committees that provide **AICPA guidance on SOC examination reporting**

First annual Day of Giving with employees volunteering in their communities all across the U.S.

Designated a HITRUST Authorized Assessor, BARR is listed as one of KC Business Journal's **fastest growing companies**

BARR was featured as **one of the Best Compliance Solutions** by CyberNews and **8th fastest-growing business** in Kansas City by Ingram's magazine

BARR is accredited as a **PCI DSS QSA**, and continues to perform **thousands** of engagements with a **world-class NPS of 91**

2014

2015

2016

2017

2018

2019

2020

2021

2022

2023

2024

BARR calls **Kansas City its official HQ**

After achieving the **highest rating possible** by an independent peer reviewer, the company **rebrands to BARR Advisory, P.A.**

BARR builds **global partner network** of providers to connect clients with best-fit experts

Named one of only nine firms in the U.S. eligible to perform **ISO/IEC 27001, HITRUST, and SOC 2 audits**

BARR earns accreditations to certify against two additional compliance frameworks: **CSA STAR and ISO 27701**



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 Glassdoor.com

91

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, PCI DSS, HITRUST, and SOC 2

QUALITY

Guaranteed. BARR's quality assurance team reviews all reports prior to production

40%

of BARR's audits are delivered early

GLOBAL EXPERTISE

BARR serves clients in 20+ countries spanning 6 continents

Every member of our team holds industry certifications such as **CISA, CISSP, ISO Lead Auditor, and HITRUST CCSFP**



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
(HITRUST, HIPAA)**



**Certification to
ISO Standards (ISO
27001, ISO 42001)**



**Privacy Assessments
(GDPR, Microsoft
DPR, CCPA, GLBA)**



**Payment Card Industry
(PCI DSS)**



**CSA STAR (Security, Trust,
Assurance, and Risk)**

CONSULTING



**Government Assessments
(NIST, CMMC, FedRAMP,
DFARS)**



**Penetration Testing and
Vulnerability Assessments**



**Virtual CISO (vCISO)
Advisory**



**Policy and Procedure
Documentation**



Security Engineering



Security Questionnaires



**Risk and Vendor
Assessments**



Privacy Assessments



Internal Audit



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 team holds industry certifications and serves on task force committees that provide guidance on cybersecurity compliance standards.



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 these Resources



Blogs

Thought leadership, industry insights, and cybersecurity and compliance news you can use



Client Case Studies

Real-time examples of how BARR's services help organizations like yours succeed



Webinars

Recorded webinars provide actionable insights from BARR's subject matter experts

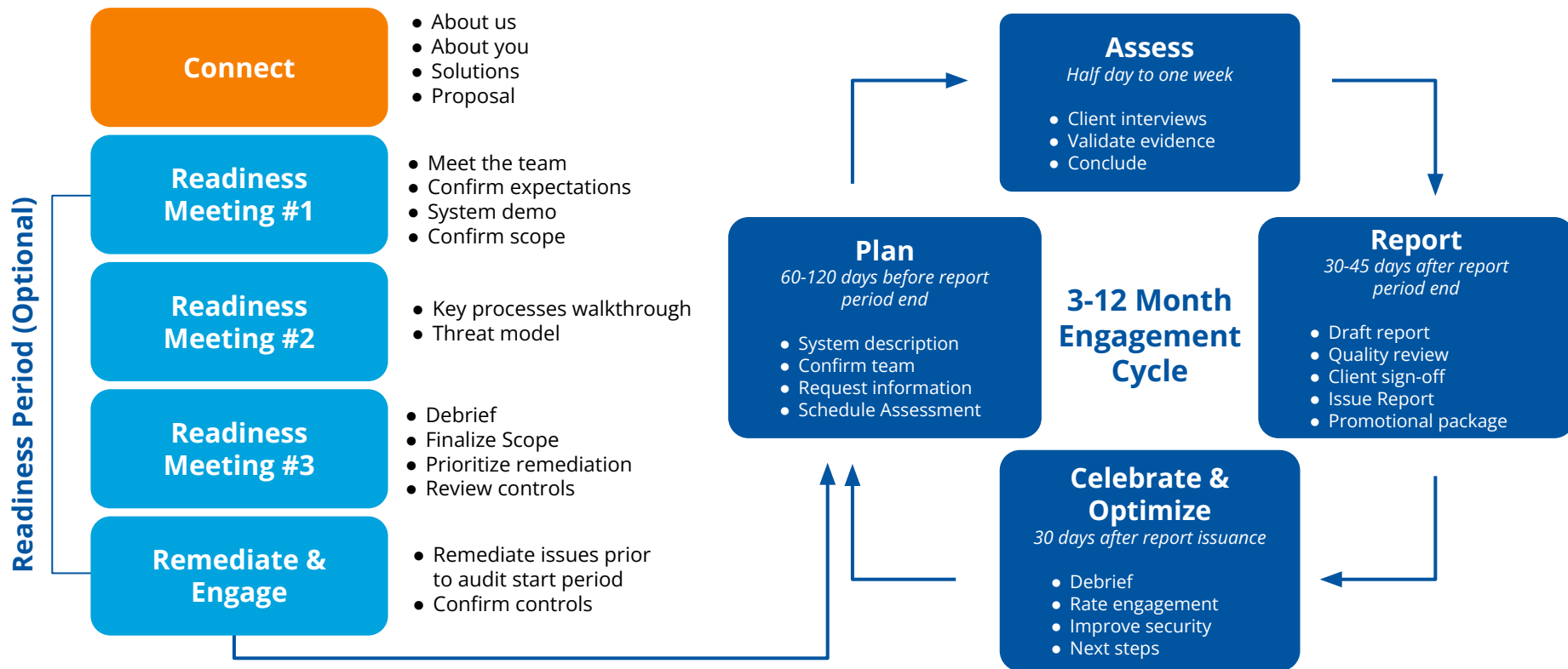


Expert Interviews

Interviews with BARR's subject matter experts discussing cybersecurity and compliance

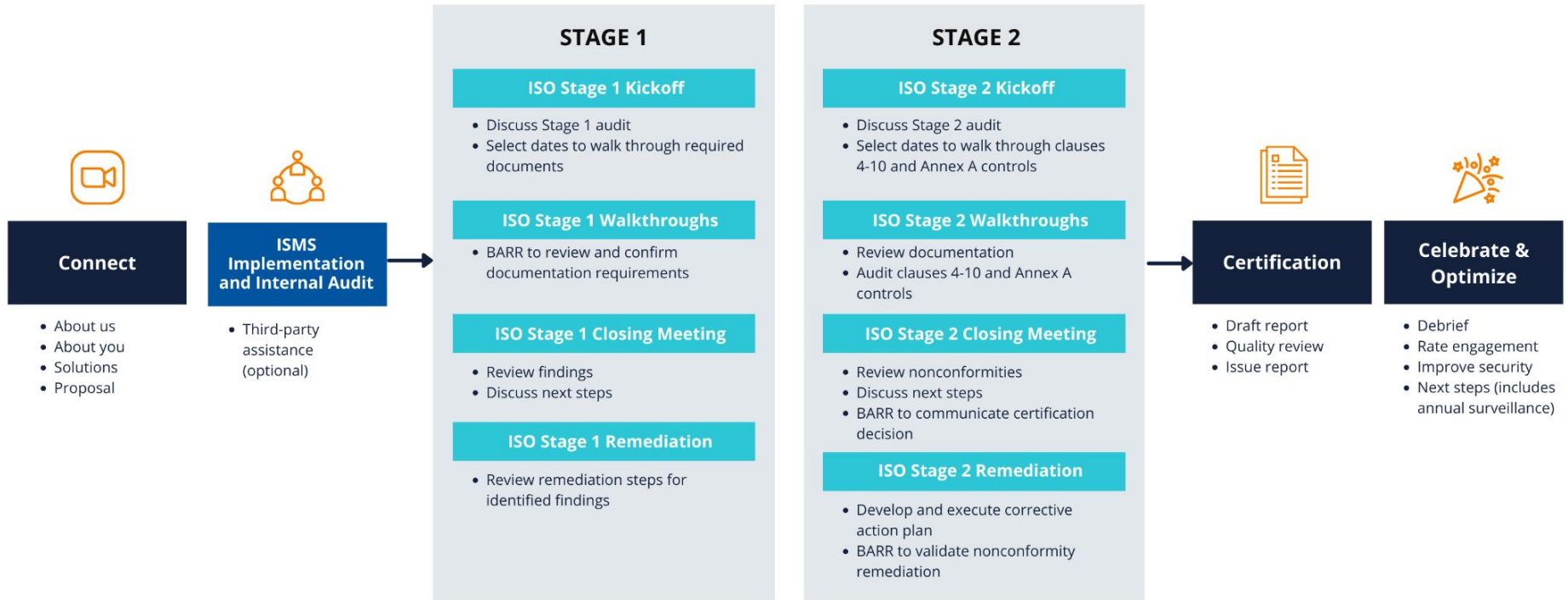


SOC Examination Engagement Process



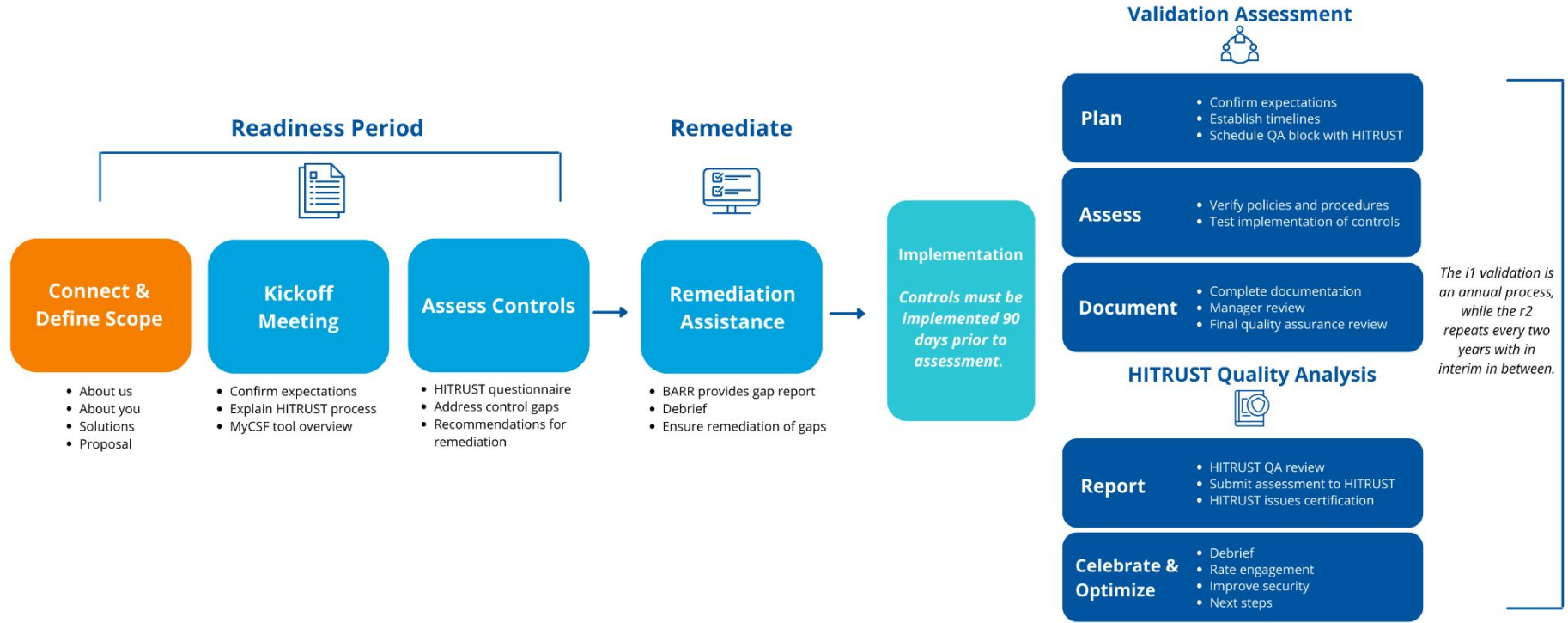


ISO Engagement Process





HITRUST Engagement Process





Cybersecurity Consulting Process



Phase 1: Gap Assessment and Remediation

We help you identify gaps and provide a roadmap to successful remediation, turning what were gaps in your security program into competitive advantages.



Phase 2: Ongoing Cybersecurity Consulting

With the continuous support of a virtual CISO, you gain a valuable strategic asset. We weave security and compliance into the DNA of your organization, differentiating you among your competition. You will have a sustainable and tailored security and compliance program within months.



Cybersecurity Consulting Subscriptions

	STARTER \$4,995 per month	ADVANCED \$6,995 per month	PREMIUM \$8,995 per month	ELITE* *Contact us for custom pricing
Initial security assessment, including a roadmap for remediating gaps	✓	✓	✓	✓
Three customer security assessments per month*	✓	✓	✓	✓
Bi-weekly security team meetings with management	✓	✓	✓	✓
Monthly security and risk scorecard executive summary	✓	✓	✓	✓
Annual reviews of critical vendors, risk assessment, and security awareness training	✓	✓	✓	✓
Risk-based review of security controls with management of external audits**	✓	✓	✓	✓
Weekly security team meetings with management		✓	✓	✓
Annual review of all vendors, regardless of criticality		✓	✓	✓
One internal audit or evidence review per year		✓	✓	✓
Five customer security assessments per month included*		✓	✓	✓
Annual incident response, business continuity, and disaster recovery tests		✓	✓	✓
Oversight of annual external audit process		✓	✓	✓
Creation and management of a public-facing security package			✓	✓
Ten customer security assessments per month included*			✓	✓
15 customer security assessments per month included*				✓
Annual application penetration test through one of BARR's preferred partners				✓

* Any services that exceed the scope defined in the subscription tier selected are delivered on an hourly basis.

** The risk-based security controls review includes interviews with management over all controls and evidence review of select high-risk controls. If you request a full readiness review and oversight of the external audit process, BARR will assist on an hourly basis.



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, Cybersecurity Consulting Client*



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We continue to have fantastic experiences with BARR and their team of professionals. It is clear that C2FO remains in great hands. BARR's team is filled with experts who uphold unwavering commitment to excellence and customer satisfaction. They are not just another vendor; they are a partner who genuinely cares about delivering the best possible results.



SOC and ISO 27001 Compliance



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This was by far the smoothest and most positive experience I've had working with an auditor.

MOLECULAR[®]
TESTING LABS

HITRUST Compliance



”

The team's expertise, dedication, and personalised approach significantly eased the audit process for us. Their ability to translate complex audit requirements into understandable and actionable steps was particularly valuable. BARR's support has not only helped us achieve our SOC 2 certification, but also strengthened our overall security posture.

 **Permutive**

SOC 2 Compliance



The BARR team is wonderful to work with. Their insights have been instrumental in helping us strength our controls and better leverage and demonstrate our security posture.



SOC, HIPAA, and DFARS Compliance



Delivering **Client Success**

“BARR is not our auditor. They are our security partner.”

veer

“We were particularly impressed by the team's ability to communicate complex technical concepts in a clear and concise manner. We always felt like true partners in the audit, not simply subjects of an evaluation.”

 **SURG
LOGS**

“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**



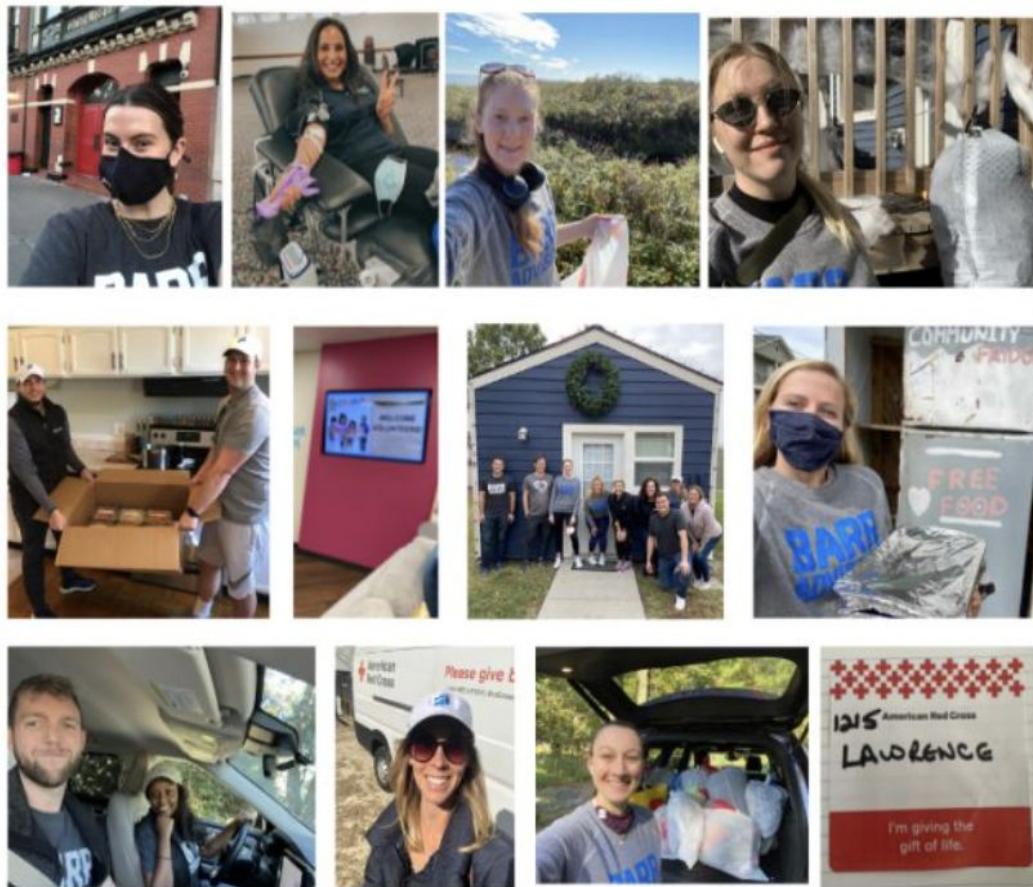
Award-Winning Services and Company Culture





Creating a Culture of Philanthropy

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





Organizations and Causes Served





We take care of our people so they can take care of you.

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)	Disability Insurance
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



Meet the Client Services Team

BARR Advisory leaders are driven, innovative change-makers dedicated to delivering superior client service. Our passion for industry, years of experience, and friendly demeanor instill confidence in our clients. With our leadership, tools and expertise, we can help your organization achieve the **security you need and the compliance to succeed.**

MEET THE TEAM



"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 Employee



Thank You

