

ProofPath — Trust Pack Overview

Buyer-ready security evidence that shortens enterprise sales cycles.

What is a Trust Pack?

- A concise set of buyer-grade security artifacts that lets enterprise reviewers say “yes” faster.
- Pre-answers to security questionnaires (DDQs) mapped to SOC 2 / ISO 27001 / HIPAA / Reg S-P language.
- System architecture & data-flow diagrams with data classification, retention, and access boundaries.
- Incident response & continuity snapshots (roles, playbooks, RTO/RPO), plus recent test evidence.
- Audit-log / access-log excerpts suitable for customer review.
- Assurance options: BYOK / customer-managed keys, deeper audit logging, regional data residency posture.
- Legal/privacy appendix: BAA/DPA templates, privacy summary, and subprocessors list.

Outcomes we target (measured)

- Reduce DDQ cycle time (e.g., target 3–5 business days for common questionnaires).
- Fewer security escalations per deal and fewer engineering hours pulled into reviews.
- Clear CFO view of cost vs. expected pipeline lift; invest where expected loss > control cost.
- Faster market entry for FS/EU buyers via clear BYOK, audit-logging, and residency assurances.

2-Week Pilot — Deliverables

- Discovery of current controls + top 10 buyer questions blocking deals.
- Draft Trust Pack (v0.9) with SOC 2/ISO/HIPAA cross-walk and security FAQ.
- One architecture/data-flow page, IR/BCP snapshot, and audit-log/access-log preview.
- Board-ready one-pager: KPIs, risks, and next steps tied to revenue enablement.

90-Day Quick-Start — Deliverables

- Finalize Trust Pack (v1.0) and publish private link or trust center starter page.
- Run a HIPAA SRA or Reg S-P incident program (as applicable) with remediation plan.
- Implement evidence automation for SOC 2 / ISO 27001 controls and create a customer security FAQ.
- Optional: GenAI governance add-on (prompt/data guardrails, auditability, risk register).

Who this is for

SaaS and HealthTech teams selling to regulated buyers (Financial Services, payers/providers, EU markets) who need to shorten security reviews without slowing product delivery.

Contact

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Notes: We provide security guidance; not legal advice. AI use is opt-in and logged. Subprocessors on request.