MetaCompliance®

2025 CUSTOMER VALUE LEADER

Maximizing the Price/Performance ROI for Customers

RECOGNIZED FOR BEST PRACTICES IN THE GLOBAL HUMAN RISK MANAGEMENT INDUSTRY

FROST & SULLIVAN

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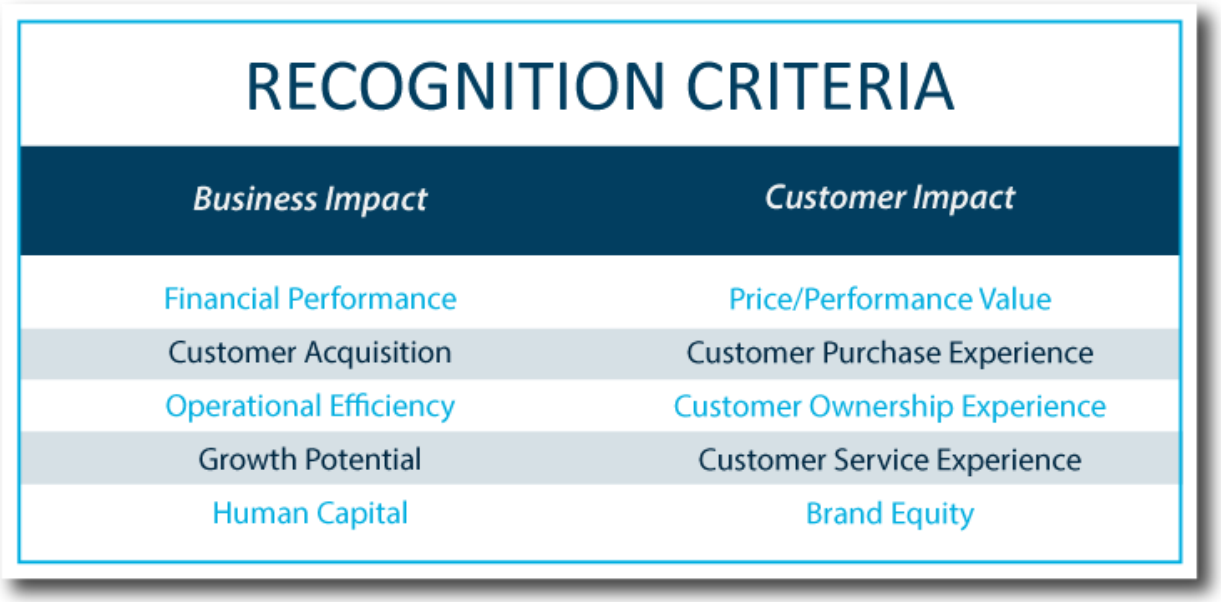
Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. MetaCompliance excels in many of the criteria in the Human Risk Management (HRM) space.



RECOGNITION CRITERIA

Business Impact	*Customer Impact*
Financial Performance	Price/Performance Value
Customer Acquisition	Customer Purchase Experience
Operational Efficiency	Customer Ownership Experience
Growth Potential	Customer Service Experience
Human Capital	Brand Equity

Innovation and Value: Transforming HRM with Unique Features

> *"MetaCompliance's HRM platform introduces a suite of innovative features designed to enhance employee engagement and learning retention. Key among these is its Nano Video Training, which leverages short, digestible video modules lasting 2–3 minutes. This format caters to modern workforces, enabling employees to complete cybersecurity training conveniently while boosting knowledge retention."*
>
> ***- Claudio Stahnke***
> ***Industry Analyst***

MetaCompliance has established a reputation for delivering cutting-edge HRM solutions that address the complex interplay between cybersecurity and compliance requirements. By merging robust functionality with ease of use, MetaCompliance provides organizations with significant value.

Innovation That Drives Engagement and Learning

MetaCompliance's HRM platform introduces a suite of innovative features designed to enhance employee engagement and learning retention. Key among these is its Nano Video Training, which leverages short, digestible video modules lasting 2–3 minutes. This format caters to modern workforces, enabling employees to complete cybersecurity training conveniently while boosting knowledge retention. Moreover, the company's role-based training customization ensures that content is highly relevant, focusing on practical scenarios tailored to employees' daily responsibilities.

To further enhance engagement, MetaCompliance incorporates storytelling into its eLearning series, exemplified by the popular "Cyber Police" program. By using relatable, real-life-inspired scenarios, the company makes abstract cybersecurity concepts tangible and memorable, encouraging employees to adopt security best practices.

Integrated and Adaptive HRM Solutions

MetaCompliance takes integration to the next level by embedding its HRM solutions within widely used workplace tools, such as Microsoft Teams. This seamless integration ensures higher adoption rates and eliminates friction in accessing training modules. Additionally, MetaCompliance supports SCORM standards, allowing organizations to incorporate its training materials into existing learning management systems. By addressing multiple cybersecurity and compliance needs within a single platform, MetaCompliance eliminates the need for additional investments in standalone solutions, maximizing client value.

Beyond training, the platform's dynamic Incident Reporting system enhances organizational resilience by providing a straightforward, user-friendly process for employees to report incidents. This feature supports compliance and creates a feedback loop for continuous learning.

Customer Experience: Engaging and Empowering Organizations

> *"MetaCompliance has significantly improved employee engagement and fostered a proactive security culture. After implementing the platform, clients have reported participation rates rising from below 50% to over 90%. This significant shift underscores the platform's effectiveness in transforming how organizations address human-related cybersecurity risks."*
>
> ***- Claudio Stahnke***
> ***Industry Analyst***

MetaCompliance's customer-centric approach has consistently delivered exceptional results, earning the loyalty and trust of its clients across a wide range of industries. The company excels in creating positive customer experiences, from onboarding to long-term platform use, ensuring organizations derive maximum value from their investment.

Streamlined Onboarding and Training

MetaCompliance prioritizes a seamless and efficient onboarding process, enabling clients to integrate the platform into their existing workflows with minimal disruption. Its intuitive user interface and robust support infrastructure simplify the adoption process, ensuring that clients can quickly realize the benefits of its HRM solutions.

Fostering a Culture of Cybersecurity Awareness

MetaCompliance has significantly improved employee engagement and fostered a proactive security culture. After implementing the platform, clients have reported participation rates rising from below 50% to over 90%. This significant shift underscores the platform's effectiveness in transforming how organizations address human-related cybersecurity risks.

By delivering relatable and engaging content, MetaCompliance ensures that employees understand cybersecurity concepts and feel empowered to apply them. The storytelling approach used in training

modules, coupled with practical, scenario-based exercises, helps organizations build a workforce that actively contributes to reducing risks.

Building Global Accessibility

MetaCompliance's commitment to inclusivity is evident in its multilingual support, which enables organizations to deploy training across geographically dispersed teams. This global reach ensures that organizations can maintain consistent training standards regardless of location, making MetaCompliance a preferred choice for multinational companies.

Enhancing Brand Equity and Customer Loyalty

MetaCompliance has established itself as a trusted brand in the HRM sector through its customer-first philosophy and consistent delivery of high-quality solutions. The platform's ability to drive measurable improvements in compliance and employee engagement reinforces its reputation, fostering strong loyalty among its clients.

Business Impact: Driving Growth and Market Leadership

MetaCompliance's innovative solutions and customer-focused approach have driven strong business performance, solidifying its leadership in the HRM market. The company's ability to adapt to changing market needs and deliver measurable results has contributed to its sustained growth and success.

Exceptional Financial and Operational Performance

MetaCompliance has demonstrated robust financial performance, fueled by a growing demand for integrated HRM solutions. By addressing pressing organizational needs, such as cybersecurity training and compliance management, the company has secured a strong foothold in industries with complex regulatory requirements, including government, education, and healthcare.

Another key contributor to the platform's success is its operational efficiency. Features like SCORM compliance and Microsoft Teams integration streamline deployment, reducing implementation times and ensuring organizations can quickly leverage their capabilities.

Enabling Growth Through Innovation

MetaCompliance's focus on innovation positions it for continued growth in the HRM market. The company is exploring enhancements such as contextual learning within its incident reporting system and predictive analytics for risk management. These advancements can further differentiate MetaCompliance, enabling organizations to address emerging threats and vulnerabilities proactively.

The company's commitment to industry-specific customization has expanded its appeal across diverse sectors. By tailoring training content to the unique risks of industries such as healthcare, government, and finance, MetaCompliance delivers targeted solutions that resonate with clients.

Strengthening Human Capital

MetaCompliance's innovative training methodologies enhance employee engagement and morale by making cybersecurity training relatable and accessible. By transforming employees into active participants

in organizational security, the company helps clients build a well-informed workforce that is invested in maintaining a solid security posture.

Positioned for Future Success

MetaCompliance's ability to anticipate and respond to emerging trends in cybersecurity and compliance underscores its leadership in the HRM market. The company is well-positioned to maintain its growth trajectory and reinforce its market leadership by continually enhancing its platform and addressing its clients' evolving needs.

Conclusion

MetaCompliance has set a benchmark for excellence in the HRM sector, delivering a unified solution that combines innovation, customer-centricity, and business impact. By addressing critical organizational needs with tailored, engaging, and accessible solutions, the company empowers organizations to mitigate human risk while fostering a culture of cybersecurity awareness. With its strong overall performance, MetaCompliance earns Frost & Sullivan's 2025 Global Customer Value Leadership Recognition in the human risk management industry.

What You Need to Know about the Customer Value Leadership Recognition

Frost & Sullivan's Customer Value Leadership Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Recognition Analysis

For the Customer Value Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Business Impact

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Leveraging innovative technology characterizes the company culture, which enhances employee morale and retention

Customer Impact

Price/Performance Value: Products or services offer the best ROI and superior value compared to similar market offerings

Customer Purchase Experience: Purchase experience with minimal friction and high transparency assures customers that they are buying the optimal solution to address both their needs and constraints

Customer Ownership Excellence: Products and solutions evolve continuously in sync with the customers' own growth journeys, engendering pride of ownership and enhanced customer experience

Customer Service Experience: Customer service is readily accessible and stress-free, and delivered with high quality, high availability, and fast response time

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty, which is regularly measured and confirmed through a high Net Promoter Score®

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company's long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

		VALUE IMPACT	
STEP		WHAT	WHY
1	**Opportunity Universe**	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	**Transformational Model**	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	**Ecosystem**	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	**Growth Generator**	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	**Growth Opportunities**	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	**Frost Radar**	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	**Best Practices**	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	**Companies to Action**	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at http://www.frost.com.

The Growth Pipeline Generator™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

Learn more.

Key Impacts:

- **Growth Pipeline:** *Continuous Flow of Growth Opportunities*
- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- Megatrend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)

