



# Humanize IT Takes Client Management to the Next Level with Compliance Scorecard

*Technology is constantly changing. There's always something new on the roadmap, and ignoring compliance as a service today is as dangerous as ignoring the cloud 15 years ago*

**Adam Walter**  
President  
Humanize IT

## **Humanize IT chooses Compliance Scorecard to help MSPs have smoother compliance conversations.**

Humanize IT is a client management software that enables MSPs to have dynamic conversations and deliver value during meetings. In an effort to capture all the potential services MSPs might offer, Humanize IT needed a way to bring compliance capabilities into their platform.

The company prioritized aligning with a tool that understood MSPs. With that in mind, choosing Compliance Scorecard was a no-brainer. Humanize IT can now help MSPs demonstrate even more value to their clients, by offering simple and easy-to-follow compliance widgets that frame the risk conversation and demonstrate progress along the way.

Says Adam Walter, President of Humanize IT:

*"Our Compliance Scorecard integration should drive compliance and adoption across businesses because it makes it easy for them to understand."*

## Get to know Humanize IT

The Humanize IT platform was built on the premise that MSPs aren't well-equipped to communicate the business value of their services. Unable to position themselves as strategic partners in their meetings, they have difficulty differentiating from their competition, winning new business, and growing.

With Humanize IT client management software, MSPs can design high value client interactions, deliver engaging client meetings, and scale account management, vCIO, and IT consultative sales operations. Among their users they count small MSP owners, account managers, and salespeople who communicate with clients via quarterly business reviews (QBRs), IT strategy meetings, IT audits, and IT sales needs assessments.

*Learn about how compliance works as a service, because this is the future at MSPs.*

### Adam Walter

President  
Humanize IT

## The Challenge: Adequately serving MSPs who (want to) offer compliance

Humanize IT enables MSPs to reconcile everything they do for their client in one place. With this holistic view guiding conversations and meetings, MSPs can better connect the dots between the projects they're doing and business goals, or business problems with technology solutions.

Their initial offering included a gap analysis tool for NIST framework assessments, which provided MSPs with a foundation for compliance discussions. While this was a valuable starting point, the Humanize IT team saw opportunities to expand their compliance capabilities to better serve MSPs who are focused on or looking to expand into compliance services.

Humanize IT was keen to offer MSPs the ability to see the whole pie, and they knew that a proper compliance integration was missing. While looking for potential ways to fill that gap, they had a few nonnegotiable items in mind:

- **Outsourcing:** Evolving compliance frameworks demanded more in-house resources than they could possibly devote to correctly and consistently update whatever compliance tool they built. They had to look outside their own enterprise.
- **Client satisfaction:** Walter recognized that MSPs often lack the resources to build compliance tools from the ground up. His goal was to simplify compliance, making it more accessible for MSP clients.
- **Quality:** It wasn't enough to find a compliance integration that did the job. Humanize IT was only interested in a tool that outshined all others.

- **MSP Focus:** It was important to Humanize IT to align with a tool that was specifically geared toward their client base—that is, MSPs.

*“The struggle was that there was too much for us to keep up on. We could not create a tool inside our environment that would help MSPs do compliance. We needed somebody who was doing it well. And that was Compliance Scorecard,”* says Walter.

*Building and maintaining compliance tools would have consumed hundreds of hours, especially since compliance requirements constantly evolve. With Compliance Scorecard handling this, we can trust their team to keep everything current—from scoring and policies to risk registers. They provide everything we need.*

**Adam Walter**  
President  
Humanize IT

## Compliance Scorecard: Part of a “Best in Class” movement

There’s been a shift in the technology industry, where MSPs steer away from software that does everything and instead focus on best-in-class products and vendors. To serve that movement, more independent vendors are integrating with each other to create solutions for MSPs who want to pick and choose what works best for them.

As the provider that does client conversations better than anybody else, Humanize IT wanted to team up with the provider doing compliance better than anybody else. For Walter, the choice was obvious:

*“Compliance Scorecard got what we were trying to do. They got what MSPs were trying to do. And since my primary user base is MSPs, I want to align with a tool that understands MSPs and how they work, rather than a generic compliance tool.”*

With Compliance Scorecard, Humanize IT was able to integrate the complexities of compliance into simple dashboard points on their platform. MSPs can pull up Compliance Scorecard assessments, assets, and policy widgets to quickly and efficiently demonstrate where clients are in their compliance journey, and what more needs to be done.

But partnering with Compliance Scorecard offered more benefits than a straightforward widget for MSPs to frame compliance conversations during meetings. These benefits are felt by both Humanize IT and the MSPs they work with:

**Enhanced trust:** Humanize IT knows that Compliance Scorecard always has the latest scoring, policies, and risk registers, a feat they would be unable to accomplish on their own. Humanize IT’s trust in Compliance Scorecard’s up-to-date compliance information is directly transferred to their clients, fostering strong and beneficial partnerships for all stakeholders.

**Profitability:** When an MSP is serious about adding Compliance as a Service (CaaS) to their service portfolio, the Compliance Scorecard module is a way to frame the risk conversation in an easy-to-understand and digestible way that resonates with clients. When clients can understand the importance of compliance, it’s easier to sell.

**Driving compliance:** Compliance Scorecard enables users to take analytical, real-time data, and put it into multicolored pie charts and graphs so that it's simple and easy to talk about. Focusing on the data their client will care about and presenting it in a digestible format contributes to compliance adoption.

**Proactivity in technology trends:** As more businesses are required to meet regulatory demands, MSPs who proactively engage in compliance differentiate themselves from competitors.

**Staying relevant:** According to Walter, ignoring compliance today is akin to ignoring the Cloud 15 years ago. CaaS is the future of MSPs, and nobody does it better than Compliance Scorecard.

## Conclusion

Since integrating with Compliance Scorecard, Humanize IT has seen a significant uptick in interest in their product, and they've been better able to serve MSPs who need a QBR tool with compliance components. By combining the power of these two industry-leading tools, MSPs can expect to enhance client relationships, drive business growth, and gain a significant advantage over their competitors.

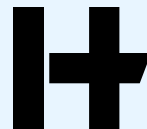
# Want to see how Compliance Scorecard can help you grow?

Compliance Scorecard empowers MSPs to operationalize compliance. With our product and peer-group solutions, you can turn compliance management into a strategic practice that drives business growth. Join a Live Demo and see the game-changing impact for yourself.

[Book a Live Demo](#)



**Compliance** Scorecard



**Humanize IT**

**Compliance Scorecard** is a leading provider of Compliance-as-a-Service (CaaS) solutions for Managed Service Providers. Created by an MSP for MSPs, we streamline compliance operations for MSPs, turning compliance management into a strategic practice that allows MSPs to scale. Offering both product and peer-group solutions, our combination of expertise, support, and product put us in a unique position to help MSPs across the globe master any challenge related to GRC (Governance, Risk and Compliance). Compliance Scorecard is the compliance toolkit every MSP needs to check every box with ease.

**Disclaimer:** Any information and/or sample documents, template documents, guides, playbooks, and/or related and supplemental materials provided by Compliancerisk.io, inc. d/b/a Compliance Scorecard (aka Compliancerisk.io or Compliance Scorecard ) on <https://compliancescorecard.com> or by any other means are for informational purposes only and is not intended to constitute or substitute for obtaining (i) legal advice from an attorney or (ii) accounting, tax, or financial advice from a professional accountant.

Compliancerisk.io, inc. d/b/a Compliance Scorecard is not a law firm or professional accounting firm and is not providing legal advice or accounting, tax, or financial advice. All information (including sample/template policy documents, playbooks, guides, or supplemental materials ) available on or downloaded from our website, <https://compliancescorecard.com> or any of our online properties is provided without any warranty, express or implied, including as to their legal effect and completeness. The information should be used as a guide and modified to meet your own individual needs and the laws of your state.

Your use of any information or materials is at your own risk. Compliancerisk.io and any of its employees, contractors, or attorneys who participated in providing the information expressly disclaim any warranty: they are not creating or entering into any attorney-client relationship or accountant-client relationship by providing information or this sample/template policy documents to you.