# Client Saves $1 Million by Migrating to TruOps Platform
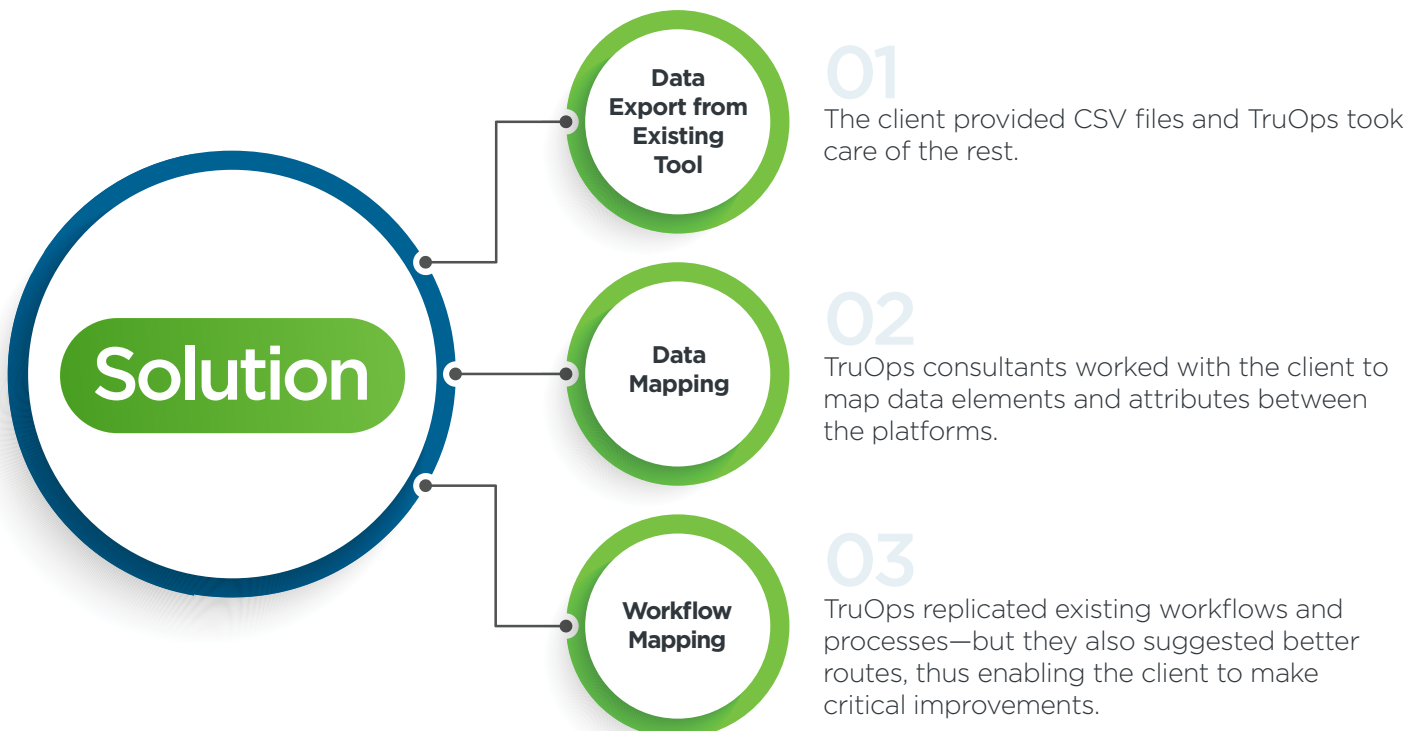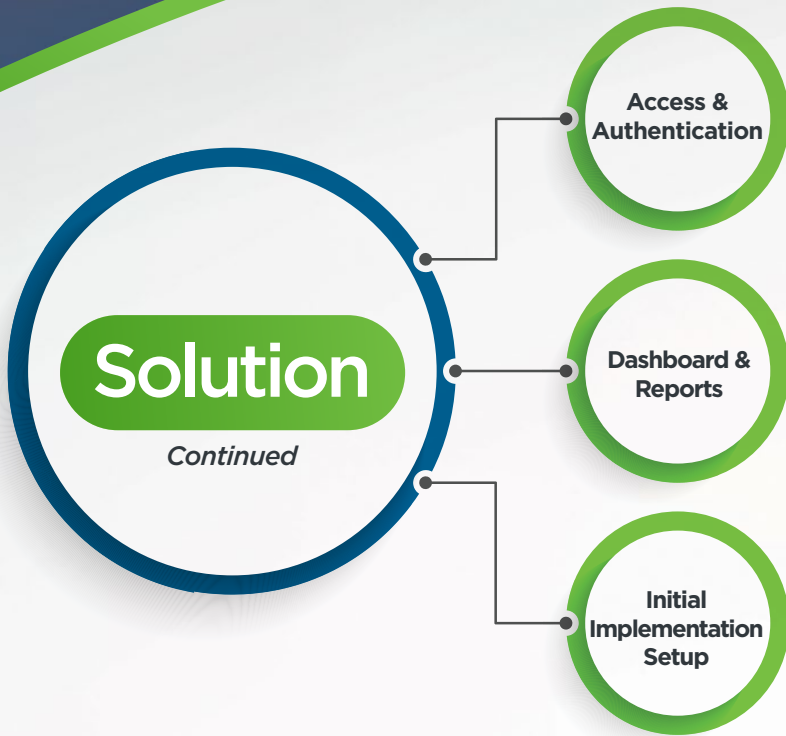
## Case**Study**

### Summary

When an internationally renowned hotel and resort chain's GRC vendor wasn't living up to expectations, the company implemented TruOps' affordable, dynamic platform—and in less than two months, TruOps had four of its risk management modules up and running, leading to savings of one million dollars.

### Problem

The client's existing GRC platform couldn't deliver on its promises—which made straightforward tasks like achieving an accurate view of organizational risk unnecessarily complicated. With limited functionality, poor integration, rigid workflows, oversimplified reporting, and substandard data analytics, the client was continually disappointed with its vendor's solutions.

The client needed a nimble, dynamic GRC platform that could provide a smooth migration of processes and workflows from its current vendor—and TruOps offered a comprehensive solution and a simple integration in **six easy steps:**

### Solution

**Data Export from Existing Tool**

**01**
The client provided CSV files and TruOps took care of the rest.

**Data Mapping**

**02**
TruOps consultants worked with the client to map data elements and attributes between the platforms.

**Workflow Mapping**

**03**
TruOps replicated existing workflows and processes—but they also suggested better routes, thus enabling the client to make critical improvements.

## Solution
*Continued*

### 04 · Access & Authentication
Authentication and data security roles were established based on the existing GRC tool. TruOps easily connects with tools like SSO, OKTA.

### 05 · Dashboard & Reports
Dashboard and reports were configured to their previous setup—but TruOps also included additional out-of-the-box KPIs and reports for the client.

### 06 · Initial Implementation Setup
- 40-hour user training for admins and end users
- Extensive help and user manuals for reference and understanding
- Support team to assist client's team anytime they had a question
- A dedicated URL hosted on cloud

## Results

In just eight weeks, TruOps migrated all the client's data and completed the initial implementation of its Risk Management, Compliance Management, Issues & Exception Management, and Vendor Risk Management modules. By transitioning to TruOps, the client received a holistic view of risk across the enterprise—and achieved almost $1 million in savings in three years of partnership.

## Benefits

Competitors' platforms might be "safe" buys—but they require more support and time, which inhibits your organization's productivity. Instead of wasting money on an expensive, complicated platform, implement TruOps Cyber Risk Management to enhance your GRC capabilities.

TruOps simply and elegantly addresses the challenges of organizational complexities and siloed functions, enhancing your ability to manage risks by providing transparency into organizational requirements and conformity with them. In short, TruOps will give you a holistic view of multifaceted risk exposures.

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