CloudsecAI X BEYOND WORK®

A software forward organization

In the world of AI-first software, Beyond Work is pioneering a new way of working. They're building an agentic platform that utilizes a wide range of AI models to power automation of mundane tasks, allowing people to focus on the high impact, engaging work that humans excel at.

Like all organizations selling software to the enterprise, they faced the hurdle of meeting their prospects' security and privacy expectations, which were further heightened due to the use of AI technologies core to their platform.

Security as a blocker

Beyond Work had two immediate needs - the first was for compliance certifications to unblock existing enterprise contracts that required attestation. Second, they wanted to ensure secure AI architecture and governance was embedded in the core development processes to reinforce secure-by-design principles.

The lack of current attestations resulted in difficulty obtaining sign-off from the security and privacy teams of their customers and prospects. Customer facing teams had a steep uphill battle directly affecting the ability to close sales and build revenue.

Transforming into an enabler

To tackle this critical challenge, Beyond Work used CloudsecAI to deliver these key steps:

Work with the data and AI teams to define architecture and principles for the secure use of AI in the platform.

Collaborate with engineering on secure development principles resulting in a Secure Software Development Lifecycle (S-SDLC) to empower the engineers to deliver secure by default software.

Define and implement the steps required to deliver SOC 2 and Data Protection Framework compliance as quickly as possible.

The Results

Impact from the engagement was felt almost immediately. Quickly building a plan and concrete timeline, CloudsecAI worked directly with Beyond Work's prospects on mutually agreeable contract terms related to security, providing the assurances needed to sign, delivering previously blocked revenue.

From start to finish, the security program scoping, kickoff and in-hand delivery of the SOC 2 report took less than 6 months, far faster than expectations. This freed up valuable time to focus on providing impact and value to customers.

Most importantly, the program implemented was *the right security solution at the right time*. CloudsecAI worked with the engineering and management teams to ensure that the controls implemented provided material improvements while remaining sensitive to the Engineering culture and practices.

Integrating security planning into the development process ensured the Engineering organization was empowered to continue delivering at high velocity by taking into account security concerns up front. The process ensures that the team is moving forward with a balanced and thoughtful understanding of tradeoffs that are made with every prioritization decision so that decisions are mindfully made with short and long term effects in mind.

"CloudsecAI was fantastic. The level of interaction and dialog with our engineering team to align the security program with technical requirements and actual risk was phenomenal."

— Christian Lanng,
Beyond Work CEO

Sound familiar? We can help!

Are you looking to drive security in your organization in a thoughtful, secure manner that delivers measurable value? Want to see your program increase velocity and become better aligned with business goals?

Reach out to info@cloudsec.ai and learn more about how to ensure your security program is part of the business, directly impacting your most important goals.