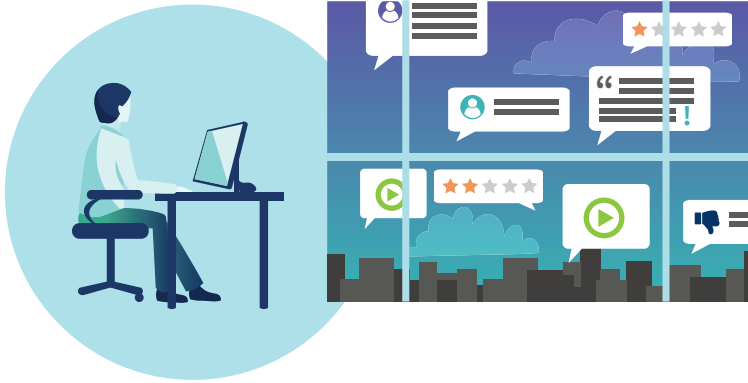


 LogicManager®

# Managing Risk in Turbulent Times

The Onboarding & Advisory Service Model



## Onboarding & Advisory Service Model Warranty

The Risk landscape, like viruses, continues to morph and adapt. You build a higher wall and a taller ladder comes along. Victories go unheralded while losses, breaches and vulnerabilities are broadcast in the [See-Through Economy™](#). It takes a team of specialists to keep you updated on the latest threats and prepared with the latest processes and policies.

At LogicManager, you will be assigned a dedicated Advisory Analyst partner who, in conjunction with our Advisory Team, will be your Sherpa—guiding you through the evolving Risk Landscape. The combination of our evolving Risk Management insights and your business acumen helps you build a formidable yet flexible Risk Management Program.

87%

Intangible assets — such as intellectual property, goodwill, proprietary ‘knowhow,’ user base, customer experience, brand, and reputation — account for 87% of the net worth of the S&P 500.

[Forrester Research Report, GRC Vision 2017-2022: Customer Demands Escalate As Regulators Falter](#)

80%

80% of internet users said negative information online made them change their minds about a purchasing decision.

[Vendasta](#)

90%

90% of customers read online reviews before visiting a business.

[Invesp, “The Importance Of Online Customer Reviews”](#)

# Our Advisory Approach to Professional Services



## Maximize Business Efforts with Risk Prioritization

Start by embedding our Advisory Analyst's mastery of a risk-based approach into your organization for sound prioritization throughout your business.



## Unlock Business Growth with Strategic Expertise

Meet with our Analysts regularly to develop successful strategies for overcoming challenges and reaching your organization's goals.



## Faster Time-To-Value with Industry Best Practices

Our Analysts will help you customize report templates and leverage our content hub for standardizing your processes & saving time.

**“These people are so attentive, they are smart– they know how to translate complex business requirements into actionable steps.”**

- Mabel Wilson, Chief Compliance Officer, Blackhawk Network

# A Risk-Based Approach

Successfully managing risk faces two principle challenges:

1. Keeping up with the changing landscape and
2. Breaking down risk management silos that create gaps in management that can be exploited.

We know that risks are not created equal. Without proper prioritization, organizations are susceptible to missing risky blindspots as well as valuable opportunities.

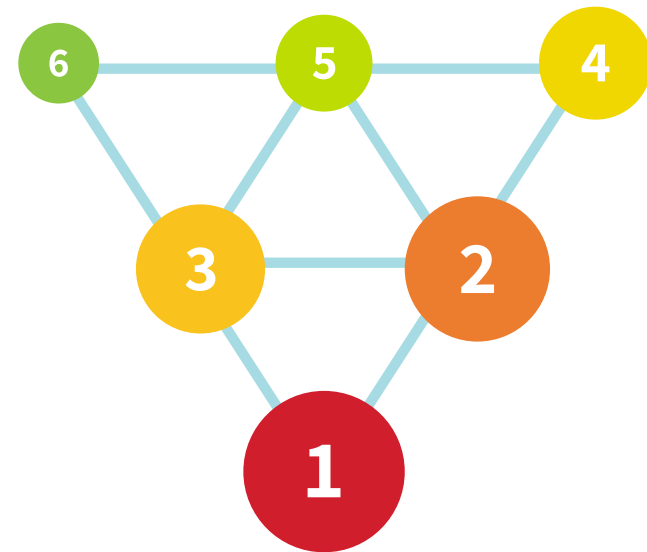


## Non-Risk-Based Approach

Inefficient use of resources • Critical risks are buried  
No clarity around risk dependencies

# LogicManager's Advisory Analysts take a holistic, risk-based approach to ERM.

They'll provide you with guidance that bridges organizational silos across all company departments, levels and vendors. This enables sound prioritization throughout your entire business - so you can allocate resources with confidence and achieve your business goals uninterrupted.



## Risk-Based Approach

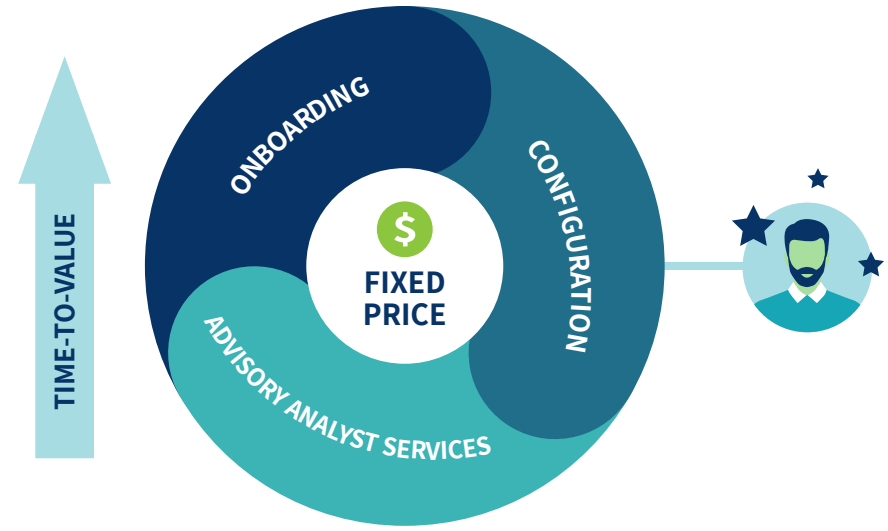
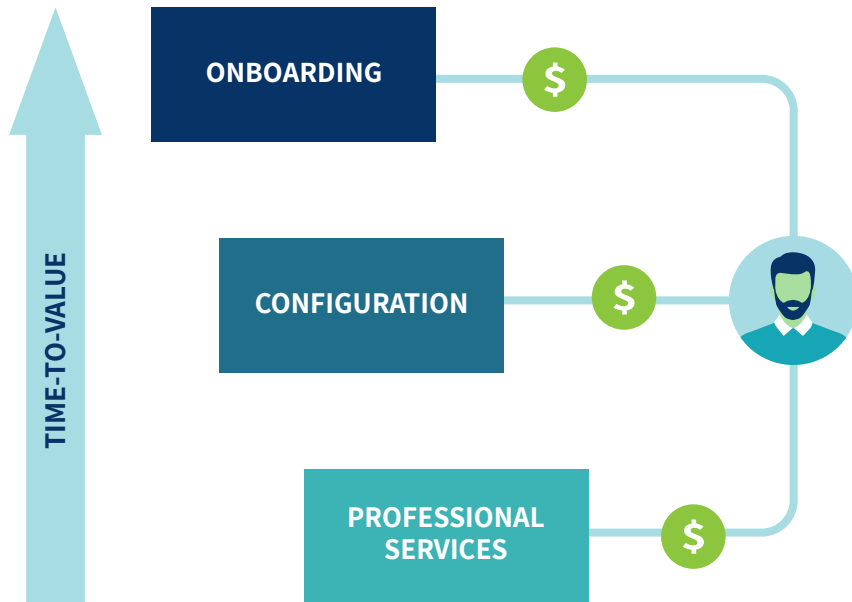
Risks prioritized by level of criticality • Resources are allocated efficiently  
Complete oversight into the interconnectedness of risks

# Holistic Risk Management Saves Time and Money

## Typical GRC Platform

The typical GRC platform experience can be both fragmented and expensive.

- Separate onboarding & configuration costs.
- Lack of connection to best practices and trends in an evolving risk landscape.
- Strategic advice requires outside professional consulting services.
- Consultants are disconnected from your data and platform experience, leading to time & money wasted on discovery.
- Consultancies rely heavily on nurturing a dependent relationship; keeping you tethered to them financially.



## LogicManager's Service Model

Much like our approach to risk management, LogicManager's service model is holistic.

- Onboarding, configuration and consulting services are not only intrinsically intertwined but also ongoing.
- Our support team is dedicated to understanding your organization as they are to knowing the LogicManager platform; from day one and beyond.
- Equipped to solve even the most complex challenges, minimize learning curves, and assist ERM initiatives as they mature over time.
- Use your success as a measure of our effectiveness.
- All at a fixed price!

# The LogicManager Difference



## Lifetime Value Support

Effective, reliable and dedicated to you! Although you may come to us with one solution or department in mind, we are set up to grow with you as your needs and risk program expand. From complex data loads to strategic insights, our Onboarding and Advisory Analyst Support Specialists provide you with exceptional service for the entirety of our partnership.



## No Surprises with Fixed Pricing

When it comes to risk management, the gift of foresight is everything. We carry this belief into our pricing model by supplying you with exceptional services delivered at a fixed price. With no surprise fees, you can provide reliable budget plans to key stakeholders and just like our pricing, our support never waivers.



## 90 Day Satisfaction Guarantee\*

Managing risk shouldn't be risky. That's why we back our solution with a no-strings, 90-day, Risk Free Guarantee. We are confident in our delivery, offering this unconditional guarantee without stipulations. Our customers appreciate the value they derive from our solutions. You can too.

*\*90 Day Satisfaction Guarantee: Customer shall have 90 days from the Start Date of this agreement to evaluate the Service (the "Acceptance Period"). Customers may terminate this Agreement during the Acceptance Period by providing notice to LogicManager, which shall be effective at the end of the Acceptance Period. If Customer terminates this Agreement during the Acceptance Period, then LogicManager shall refund Customer within 60 days a pro-rata portion of its licensing fees applicable to the time period remaining after the effective date of termination.*

## A Positive Impact That Adds Up



Studies show that organizations with mature risk management practices, as measured by the [Risk Maturity Model](#), realized an increased valuation premium of up to 25%.

*[The Valuation Implications of Enterprise Risk Management Maturity](#),  
Queens University*

167%

Customers typically see 167% increase in assurance of risk coverage with LogicManager.

5/5

Perfect 5.0/5.0 in “Customer Feedback” from Forrester Research.

75%

LogicManager’s customer base indicates a 75% increase in strategic efficiencies. This cuts tactical costs down from 24 hours per week to just 6 hours weekly.

**“They understand the business of risk management,  
that’s somewhat unusual in a technology services provider.”**

- Bill Baumer, Principal of ProERM

## Don't Just Take Our Word for it...

We have been recognized by Gartner in 8 Magic Quadrants over the last decade, routinely placing highest in Ability to Execute. Forrester Research has featured us in 6 Wave Reports over the past 7 years.

# FORRESTER®

The Forrester Wave™ 2021: Governance, Risk, And Compliance Platforms, Q3 2021

# Gartner®

LogicManager Recognized in the 2022 Gartner® Market Guide for IT Vendor Risk Management Solutions

**“It is the best vendor experience that I've ever had because they always do what they say they're going to do”**

- John Harwell, AVP of Risk Management, Apple Federal Credit Union

## Your Risk Journey Made Seamless

At LogicManager, we believe a hero's journey doesn't have to be tumultuous. That's why from onboarding and beyond, a dedicated Advisory Analyst is always in your corner. With this support model, we offer not only a technology that delivers, but a deeper service model that provides seamless onboarding, tailored business advice, and industry best practices to match the nuances of your unique risk program.

## Want to Learn More?

Schedule a time to chat with our Specialists about how you can conquer risks, provide assurance to regulators/stakeholders, and exceed business goals – all while moving efficiently through your day-to-day operations.

[SCHEDULE A CHAT](#)

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