

Actual Results:

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# Artificial Intelligence & Robust Content

Real Connection for GRC Worldwide



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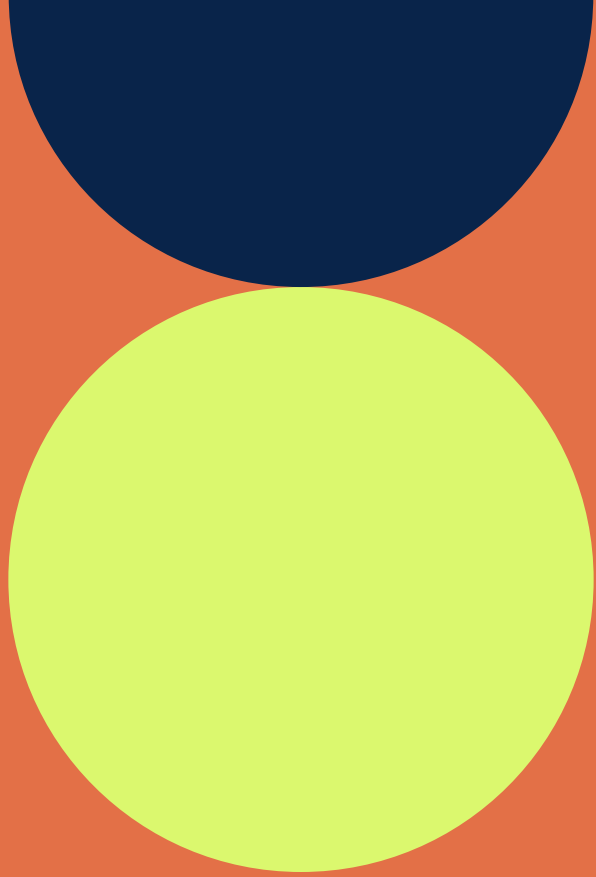
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## Part 1

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# Utilizing AI & ML in Your GRC Practice

# AI & ML – What does it all mean for GRC?

There's a lot of talk about these new technologies, with GRC professionals increasingly realizing how Artificial Intelligence (AI) and Machine Learning (ML) can be used within regulatory tech and the compliance space.

Natural Language Processing (NLP), a component of ML, is already frequently used to read text and perform data analysis. And as we know, compliance contains a lot of text-based data, such as standards, laws and regulations. Such data takes humans a long time to examine and analyze across domains, or worse, multiple jurisdictions. Even worse, changes to source data often occur, forcing a re-do.

Such data is perfect AI fodder. Overlay an AI component onto the standards, laws, and regulations any multinational organization must follow, and you begin to see the power and opportunities of such a tool.

AI can deliver smart search, summarization, mapping of similar requirements, regulatory intelligence (what's changing) and impact analysis – what the change means generally or more specifically for a business based on their GRC system.

## Where will AI / ML techniques take the humble HRC Consultant?

While cybersecurity fields like forensics or threat-hunting have been benefiting from new tech, the GRC consultant has been operating with spreadsheets and documents – humbling indeed. But there are many areas of potential for the use of AI/ML techniques.

Consider the hundreds, if not thousands, of spreadsheets being emailed between companies, aiming to assess each other's security posture or compliance with other sets of requirements. Clients – both in-house and external – will no longer want these as deliverables and are indeed starting to look for and demand a new approach.

The savvy GRC professional will be stepping up and grabbing a slice of the new tech action, improving their tools, and the way they service their clients' expectations. New systems can help ease current burdens and issues, and AI/ML can specifically help suggest answers based on previous answers and other available GRC data.

**Risk** is another area in GRC that's ripe for being revolutionized. In the world of GRC, qualitative versus quantified risk management is a frequent debate. Quantified risk assessment may appear to be more thorough, but unless the underlining data points are accurate, it's no better than a qualitative judgement.

There are, however, techniques with AI/ML that can assist with predictive analytics, and tune the results based on a client's particular set of GRC data.

## The labour of maintaining mappings

Dealing with compliance across multiple jurisdictions is a prime opportunity to utilize new technologies. GRC consultants working internationally strive to maintain mappings of compliance frameworks (known in the US as 'crosswalks of common compliance'). These frameworks are useful in letting clients know how they stack up against a particular standard, when their business has sought to comply with a different yet potentially similar standard.

**For example:** an organization that is already complying with ISO 27001 wants to know their level of compliance through the lens of the different yet relevant NIST cybersecurity framework. As their GRC professional, you might possess a deep familiarity of these two common cybersecurity standards, each with numerous controls, and the expertise to map the overlap. But it could take a number of days to do so. The effort is compounded by any additional standards you need to map. And then changes occur, causing you to start over.

# Enter Machine Learning?

Now you can build a GRC mapping process with an estimated **10x in time-saving**. A process that delivers high confidence matches that consultants and clients can rely on, with all those increasingly frequent changes immediately taken into account.

Machine-learning assistance is pointing to some serious productivity increase and savings.

Remember too that this productivity increase and potential cost saving does not remove the human element. The human role is vital going forward; the supervision of ML models to ensure that what they're producing, and the results, are accurate and reliable.



# AI / ML Mapping opportunities for GRC Consultants

Pivot assessments from one compliance framework to another with ease

Providing an indicator of compliance to other relevant standards. For no extra time taken, the GRC consultant can now include this along with a gap analysis task, creating a huge value-add to the client.

Create the holy grail of risk and compliance – a unified control or compliance framework

Usually only available as a solution to cut through compliance by banks and other large institutions with thousands of compliance folk, GRC consultants can now leverage the power of AI/ML to analyze customer documentation and automatically associate policies with compliance requirements.


Save numerous hours reviewing customer documents

By adding customer documentation into the mix using Natural Language Processing techniques, the consultant can identify which compliance requirements appear to be met and which ones appear omitted. With this knowledge, you can help clients quickly identify gaps and raise actions wherever necessary.

# The Risk Management Bonus

GRC tools with AI/ML can have effect at a strategic level, at the senior executive level and even at the Board of Director level. Management at this level understands the benefits because they understand the problem. Their goals are to simplify compliance while understanding risk exposure. From this point, management can move to create a risk-based solution.

These are the types of business problems that executives are dealing with on a daily basis, and having awareness of the machine-learning model can help them navigate that complexity. When you can take a tool that improves business process efficiency, and use it to increase profitability through more effectual risk management, it's a win for everyone.

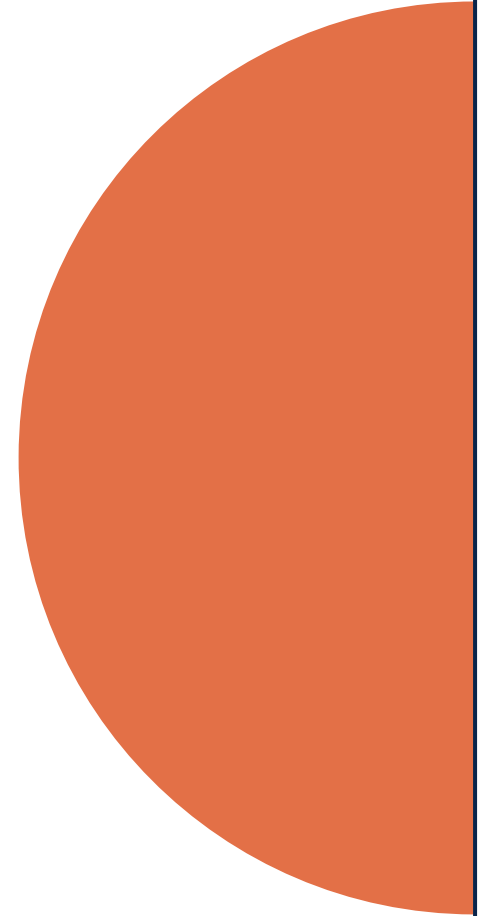


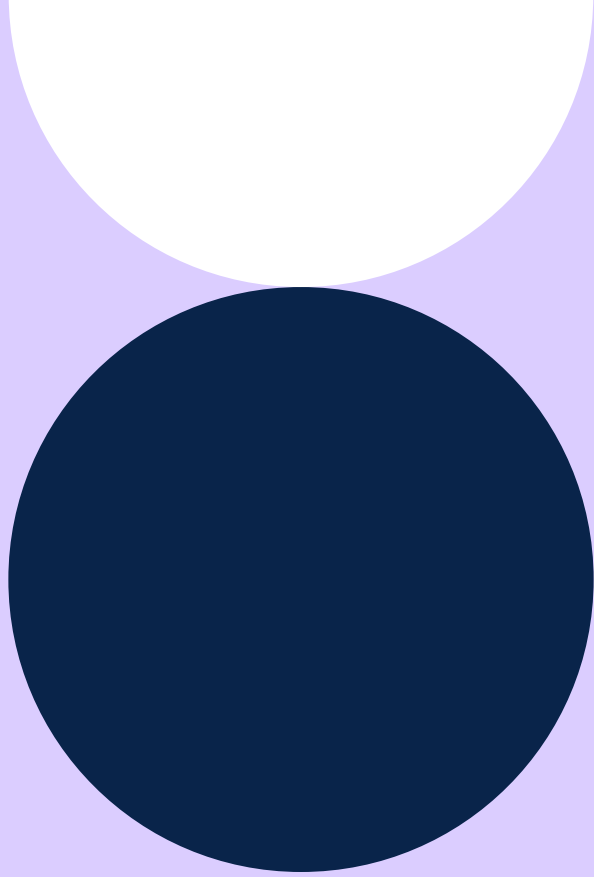
The **6clicks** approach, for example, is much more than regulatory. It's a business-centered approach that provides discreet business advantages – increasing efficiency and profitability by performing quality GRC.



# The Takeaways:

- Save numerous hours reviewing customer documents.
- If you're using spreadsheets and word documents, it's time to come to terms with the fact that most clients no longer want these as deliverables.
- If using legacy GRC tools that don't cater for your requirements and aren't powered by AI/ML, you're providing a solution to your customers that is sub-par.
- Look for a solution that can accommodate your needs and meet customer expectations today and long into the future.
- Give your customers certainty. Check out [6clicks.com](https://6clicks.com)





## Part 2

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# Curating and Maintaining Robust GRC Content

Having robust and up-to-date content is the crucial first step in building any GRC program.

Content can be:

- Regulatory or compliance-related 'authority documents' such as standards, laws, and regulations.
- Ancillary material, such as assessments, audits, frameworks, best practice, risk libraries, policies and control sets.

As a GRC professional, once you have access to an organization's data, you need to know how to navigate it, interpret it, and importantly, how to use it going forward.

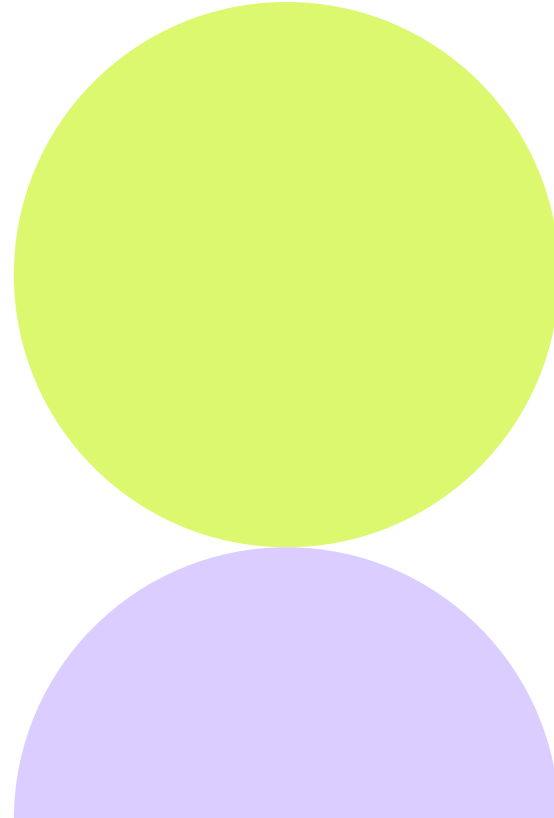
## The Ordeal

One of the more difficult issues facing the GRC professional, or someone new to the space, is the complexity of the issues in GRC. In a multi-entity, or multi-national organization, there will be a myriad of different regulations.

Even data across the organization will be in multiple silos. An organization is likely to be inundated by the complexities of navigating, achieving and maintaining compliance with a number of regulators and authorities. In fact, they can be quite literally overwhelmed.

# The Challenges:

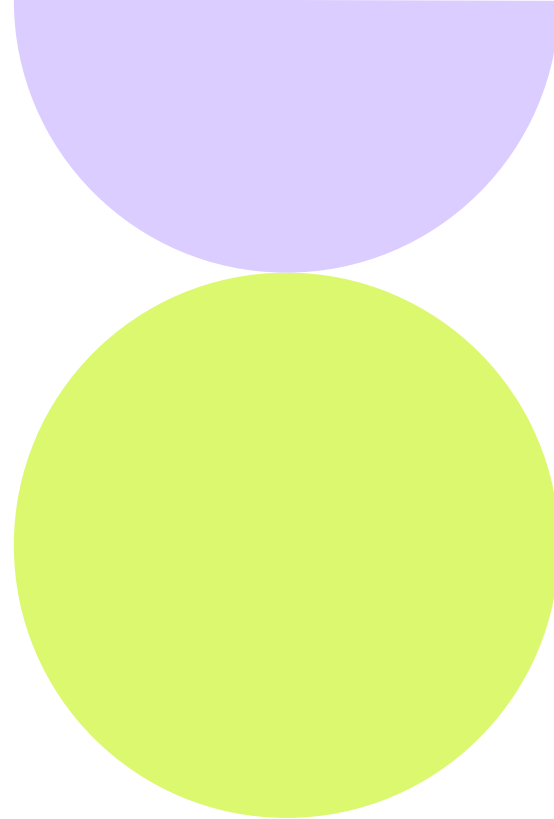
- The sheer amount of content required to build a robust program can be intimidating; housing and governing its usage can present a serious challenge.
- Content management can be all over the place. Try overlaying files which are spread throughout various mailboxes and different management systems such as Google Drive or SharePoint; it simply creates chaos when the auditor comes knocking.
- Maintaining versions of authority documents. Outdated regulations leading to outdated risk management policies and other internal content materials; the result is noncompliance with legislations.
- The constant onslaught of regulatory changes. As if compliance with multiple legislations isn't daunting enough.



# And on that note:

2020 and 2021 was a barnstorm for regulators. Cyber and Information Security were key areas that saw enormous change, both in the number of cybercrimes and the regulatory responses to them. Now overlay that with the increasingly complex system of regulations and rules that companies must navigate, and you begin to see how risk in one area has grown almost exponentially.

From the US to Australia to the People's Republic of China and beyond, regulatory responses have been forthcoming and multi-national organisations face a wealth of new regulatory challenges. Keeping up with these will prove that relying on spreadsheets, documents and file sharing is simply not enough.



# Current Trending

With the pandemic impacting the GRC space, and forcing increasing complexities to be navigated, cybercriminals are not concerned with borders or jurisdictions.

They're getting on with enormous data breaches and targeting companies' weakened defense mechanisms. It's a mess out there.

It's no surprise that businesses are finally prioritizing compliance and elevating risk management processes, rocketing these to the top of the Board agenda. These conversations are resonating with companies and allowing smaller companies to have more robust risk and compliance functions through the use of GRC tools and advisors.

The resulting trend is a democratizing of the approach to risk and compliance. Previously more of a top-down approach, people in the trenches are now being roped in to convey their message upward in the company. Having a wide range of stakeholders involved can make the GRC professional's job easier. The right GRC tool allows for the jettisoning of outdated methods and processes so that the company can innovate itself into a better system.



# The Dinosaur in the room

One of the most frightening and not talked about issues with compliance and regulatory content is that, in my view, many organisations (whether they admit it or not) do not know what compliance obligations they should be compliant with, in the first place.

Totally understandable, but frightening nonetheless. Certainly, given that the Chartered IAA placed changes in laws and regulations in second place in their top risks for 2022. **Cyber and data security are number 1.**

Then on top of that, ACA group predicts

**62% of compliance budgets**

are set to remain flat with no change at all in 2022.


I beg your pardon.

Regulators in each country expect companies to know, understand and follow their respective laws and regulations. But what do you say to a small to medium sized organization who is resistant to the required change management and indeed is, in some ways, prone to a kind of cognitive dissonance? A “why change it when it’s not broken” resistance is dangerous. The system is, in fact, broken.


This is the precisely why affordable GRC solution tools are currently selling like hot cakes. But at the same time, companies should be careful which GRC tool they adopt, and checking that it’s not an outdated legacy tool hidden behind a contemporary facelift.

# Goodbye Organizational Headaches

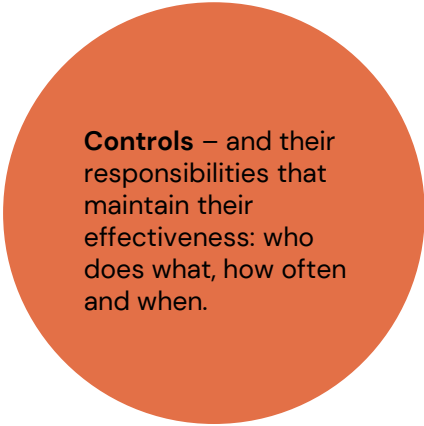
The richness of the 6clicks content library transforms the GRC practitioner's world. Here's what you will find, already in place:



**Authority documents** – standards, laws and regulations.



**Policies** – the measures you put in place to mitigate risk or demonstrate compliance.



**Controls** – and their responsibilities that maintain their effectiveness: who does what, how often and when.



And you can create and add your own.

The 6clicks content library is part of our platform. Meaning you no longer have to figure out how to make functionality and content talk to each other. At this single point, you have 360° contextual awareness of all programs , everywhere. We give you this with our **Hub & Spoke architecture**. If you are at a company with multiple entities running multiple autonomous GRC programs, they are the spokes, you are at the hub – the eyes on all of it.

\*I'll take this opportunity to also remind you of Hailey (our AI engine) for crosswalk compliance mapping and control set/policy gap analysis.

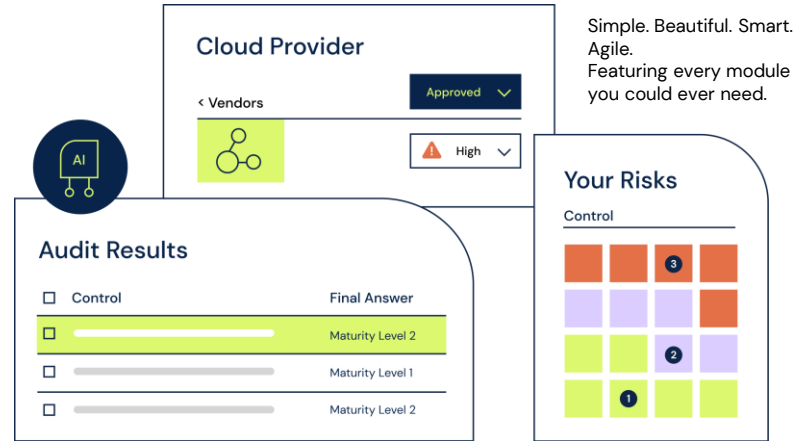


# The Beauty of Choosing 6clicks

With a complete in-house content team, we are constantly lifting the burden off your shoulders and putting it on ours, to make sure that all of your content stays up to date.

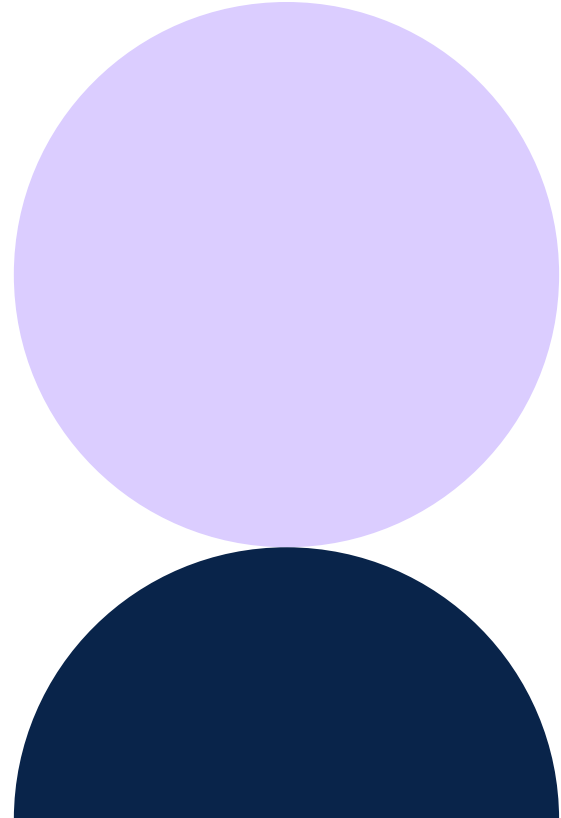
Our team is always finding ways to enhance our content library offering. We ensure that our authority documents are current with requirements and other content is updated to [support](#) industry best practices. And we offer all this in one single integrated platform.

The world's first GRC operating system 6clicks is the answer to rapid, efficient and smart deployment.



# The Sweet, Sweet Advantages:

- It's immediately usable. 6clicks content and functionality comes pre-loaded and pre-integrated for you, ready for deployment within hours.
- 6clicks absorbs the cost of licencing all this GRC content.
- It's your 'how to get started' content development tool. Leverage sample risk policies, control sets, vendor questionnaires and playbooks, instead of starting from scratch.
- Experience significant ROI, reducing the number of resources required to achieve compliance and maintain risk management programs.
- Crack the time-to-implementation ratio, with enormous time and cost savings.



# Kiss Goodbye To:

- Timeline and cost blow-outs. Such as the long, cumbersome, tedious and expensive eGRC uplift and implementation processes, where the organization spends valuable time pulling together project management teams of IT, subject matter experts, security, software and content.
- Not to mention huge swathes of time needed to author and manage content!
- No more having to figure out how to integrate content into multiple platforms or processes.
- No more dealing with multiple vendors and governing the usage of content. No more reaching out to content providers and dealing with licensing dramas.



**Get started.**  
Contact us today at **6clicks.com**



Your Operating System for  
Risk & Compliance

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