



How Opptly Scaled Enterprise Trust With Rhymetec and Drata

THE IMPACT

80 hours

of manual work saved weekly

100%

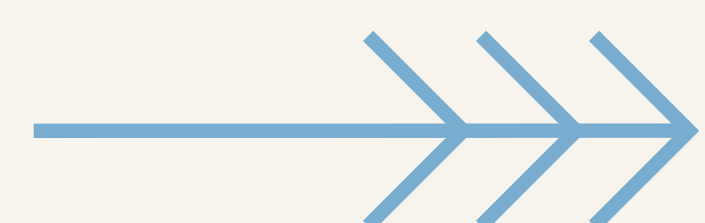
of enterprise revenue enabled by strong security posture

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audit findings across SOC 2 Type 1 & 2, ISO 27001, and GDPR

Challenge

As an AI-driven hiring platform, Opptly faced increasing pressure from enterprise prospects to demonstrate a credible security and compliance posture. The company was in the earliest stage of security maturity. There were *no formal policies, no established frameworks, and no prior audit experience, leaving compliance ownership with a single leader managing competing priorities without a defined path to audit readiness. Without certifications in place, enterprise security reviews became revenue gates. Larger opportunities required SOC 2, ISO 27001, and global data privacy assurances, directly impacting deal size and sales velocity.*



Opportunity

Rather than treating compliance as a one-time milestone, Opptly *invested in a long-term program designed to support sustainable growth without overextending internal resources.*

Early conversations focused not only on execution, but on strategic guidance to select the right frameworks to strengthen market positioning and support future expansion.

At-a-Glance

Use case:

Multi-framework compliance readiness and audit success (SOC 2 Type I & II, ISO 27001, GDPR)

Industry:

Direct Sourcing Platform and Candidate Matching Software

Key takeaway:

Partnering with Rhymetec and Drata enabled Opptly to complete multiple major frameworks within one year with zero audit findings, establishing a scalable security program that accelerates enterprise revenue.

To learn more, visit:
rhymetec.com



Solution

Opptly partnered with **Rhymetec** and **Drata** to build a scalable security and compliance program designed to meet enterprise expectations and fuel long-term growth.

Rhymetec provided vCISO leadership that extended beyond traditional advisory services. The team built foundational policies from the ground up, closed control gaps, coordinated audits, managed regulatory deadlines, and maintained alignment across multiple compliance frameworks. To support ongoing compliance visibility, Opptly adopted Drata as its centralized governance, risk, compliance, and assurance platform.

Together, Rhymetec and Drata enabled a security program that supports Opptly’s growth without adding internal complexity.

Implementation Journey

- Engaged Rhymetec vCISO services to lead compliance strategy and execution
- Adopted Drata as a centralized, automation-driven compliance platform
- Built foundational security policies and controls from the ground up
- Implemented and managed SOC 2 Type I and Type II, ISO 27001, and GDPR within one year
- Maintained 90%+ continuous compliance visibility in Drata throughout implementation
- Expanded compliance efforts to include the EU AI Act framework

Outcome

- Security and compliance became a growth engine, enabling enterprise deals that would have been impossible without a strong posture.
- Customer security reviews moved faster, shortening sales cycles and unlocking new revenue opportunities.
- Avoided hiring multiple full-time security resources through a vCISO model
- Zero audit findings and no nonconformities, resolving a pre-issuance exception before final report delivery

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I don’t look at Rhymetec as a vendor — they’re an extension of my team. We talk every week, and they’ve been instrumental in getting us across the finish line.

– **Jason Safley,**
Chief Technology Officer

Services Used & Timeline

Services

- vCISO engagement
- SOC 2 & ISO 27001 readiness
- GDPR support
- Compliance automation
- Audit coordination and support

Timeline highlight

Within one year, Opptly achieved SOC 2 Type I & II, ISO 27001, and GDPR with zero audit findings, powered by Drata. In 2026, they added EU AI Act readiness, and are evaluating FedRAMP and AI-focused ISO standards for 2027 to support enterprise growth.

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