MonetizeNow automates GDPR readiness with LightBeam

COMPANY
MonetizeNow (monetizenow.io)

INDUSTRY
Integrated Quoting & Billing Platform

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Company Overview

MonetizeNow is an integrated quoting, billing, and usage platform built for the B2B SaaS enterprise. The platform streamlines and automates these critical business processes, enabling companies to manage their financial operations more efficiently and accurately.

To extend their reach into the European Union (EU) and other regions, they needed to ensure compliance with GDPR (General Data Protection Regulation) and various other regulatory standards. MonetizeNow required a tool that could simplify and streamline the compliance process — enabling them to manage their financial operations more efficiently and accurately.

Customer Story Summary

CHALLENGES

- The MonetizeNow team encountered challenges with GDPR compliance and local regulations due to limited resources.
- GDPR complexity and resource requirements
- They had a tight 45-day timeline for certification important for strategic expansion.

APPROACH

- LightBeam's PrivacyOps solution helped with GDPR compliance by automated Record of Processing Activities (RoPA) reports.
- Visualizing data for Privacy Impact Assessments (PIA)
- Automating Data Subject Requests (DSR) handling.

RESULTS

- Achieved their goal of GDPR certification with LightBeam in less than 45 days
- Leveraged minimal MonetizeNow team resources to comply, resulting in productivity gains
- Gained a long-term strategic partner in LightBeam

Challenge

The MonetizeNow team had an ambitious growth vision, however, due to their committed team size, they encountered notable obstacles in achieving compliance with the rigorous demands of GDPR and other local regulations. The complexity and resource-intensive nature of GDPR compliance was an obstacle. They needed a robust tool and expert support to enhance their capabilities, enabling them to manage compliance.

Their timeline for achieving GDPR certification added another layer of urgency.

> While the standard certification process typically spans 2-3 months, MonetizeNow aimed to accelerate this timeline and complete the certification in approximately 45 days.

This expedited schedule was crucial for their strategic expansion plans. Finding a solution that could streamline and expedite the compliance process was essential.

Solution

> " Achieving GDPR certification in just 45 days was like hitting the fast-forward button on our growth strategy. LightBeam's team navigated the complexities of compliance with precision, making the process seamless and efficient. Their expertise and dedication were instrumental in faster compliance than we could have expected." - Sandeep Jain, CEO of MonetizeNow

To address their urgent compliance and expansion challenges, MonetizeNow turned to the LightBeam PrivacyOps solution.

LightBeam PrivacyOps offers comprehensive workflows designed to assist organizations in adhering to GDPR and a wide range of other state, national, and international privacy regulations, such as the California Privacy Rights Act (CPRA), including:

Solution

Record of Processing Activities (RoPA)

The LightBeam solution automated the generation of RoPA reports, offering near-real-time visibility into all data within MonetizeNow's repositories. This included detailed insights into the purpose of the data and active data maps, streamlining the compliance process.

Privacy Impact Assessment (PIA)

As MonetizeNow onboarded new processes, the PrivacyOps system visualized the data within the system of record and identified who had access to it. This functionality was crucial for maintaining transparency and accountability, key components of GDPR compliance.

Data Subject Requests (DSR)

MonetizeNow automated its DSR, with LightBeam PrivacyOps which offers a comprehensive framework for DSR handling, from reception to finalization, and its advanced algorithms identify data subjects and categorize personal data types to speed up data location and compilation. MonetizeNow can ensure compliance through continuous monitoring and change detection.

Results

Achieved their goal of GDPR certification with LightBeam in less than 45 days:

MonetizeNow successfully completed its GDPR certification with LightBeam in less than 45 days, showcasing LightBeam's expertise and efficiency in navigating complex regulatory compliance. This rapid implementation allowed them to stay on track with their ambitious expansion plans.

Leveraged minimal MonetizeNow team resources to comply, resulting in productivity gains

LightBeam's robust service ensured minimal resource allocation from MonetizeNow. With only two team members dedicated to the compliance project, LightBeam demonstrated its capability to handle the heavy lifting, enabling the rest of the MonetizeNow team to focus on other vital initiatives. This arrangement allowed MonetizeNow to maintain operational efficiency while ensuring comprehensive regulatory compliance.

Gained a long-term strategic partner in LightBeam

MonetizeNow's consider the LightBeam team an extension of their own.

Path Ahead

The MonetizeNow team's decision to streamline their compliance efforts with LightBeam not only accelerated their GDPR certification process to under 45 days but also created sustained operational efficiency and scalability.

LightBeam's role extended beyond compliance as the team became integral to MonetizeNow's operational fabric. By automating GDPR policies and procedures, LightBeam positioned MonetizeNow for agile adaptation to future regulatory landscapes and geographic expansions.

About LightBeam

ZERO TRUST DATA PROTECTION

Powered by Generative AI

LightBeam.ai converges data security, privacy, and AI governance, so businesses can secure their data across cloud, SaaS and on-prem locations. Leveraging generative AI, LightBeam ties together sensitive data cataloging, control, and compliance across structured (databases), unstructured (file repositories), and semi-structured (ticketing systems) applications. LightBeam enables you to start down the road of your zero trust data protection journey.

For any questions or suggestions, please contact us at: sales@lightbeam.ai