



Case Summary

Client

Accord helps B2B sales teams move from vendorship → partnership. Its customer collaboration platform is built for high-growth sales leaders who need to hit scaling revenue targets and build a repeatable process. Accord ensures revenue teams are reinforcing a predictable sales motion that customers actually engage with and reps love to use.

Region

United States

Industries

SaaS, Sales, Software

Goal

Build a scalable, world-class SaaS company with security as a competitive differentiator.

Challenge

Finding a partner to help them understand SOC 2 compliance requirements, achieve SOC 2 certification quickly, and scale their compliance capabilities as the company grows.

Solution

VGS Control Compliance for SOC 2

Result

With VGS, Accord was able to prioritize security controls that would help them meet SOC 2 certification. Going through SOC 2 certification has allowed Accord to go upmarket and differentiate the company from 100% of its competitors.



“We want to be a world-class engineering team and a world-class company. From a security standpoint, that drove a lot of our urgency.” Wayne Pan, Co-founder & CTO