

CASE STUDY

Communication and Collaboration: The Differentiator of Modern Audit Firms

How CloudHound achieved SOC 2 compliance through a modern approach to auditing



Challenge

CloudHound works with large, security-conscious enterprises where SOC 2 compliance is required. This led Dr. Aidan Gill, Founder of CloudHound, to pursue third-party assurance and adopt broader security best practices. “The customers I work with require standards compliance to align with their security posture. It’s a fundamental expectation in this space, so making it a priority was essential,” he said.

After confirming that SOC 2 was the expected framework for vendors in the APAC region, CloudHound set its sights on becoming compliant. The goal was to achieve compliance as quickly as possible. “Speed of execution is crucial in building trust and momentum with enterprise customers,” Gill said. Having compliance in place meant he could begin negotiations with key customers and partners.

Overview

CloudHound delivers enterprise-grade discovery and migration tooling for AWS, providing the clarity, insight, and direction needed to accelerate cloud adoption and reduce infrastructure costs. With deep automated discovery, real-time cost modelling, and intelligent recommendations, CloudHound helps partners streamline migration planning and execution for complex enterprise environments.

Services

- ◆ SOC 2

Solution

CloudHound discovered Sensiba through the Drata Auditor Directory, where their top-rated status immediately stood out. A few key differentiators made the decision to partner with them an easy one.

“Sensiba has the highest rating on the Drata Auditor Directory, and for good reason. I’ve had varying experiences with other third-party vendors, but this process was great. I asked if we could start the same day, and to my surprise, the team said yes. This aligned perfectly with the goals we had for achieving SOC 2, combining high-quality work with the speed of a startup,” Gill said.

Rather than waiting days for answers or dealing with the usual back-and-forth of an audit, CloudHound experienced Sensiba’s modern approach. Built on rapid communication and close collaboration, the process involved responding to questions as they came in with clear, actionable feedback.

“The excellent responsiveness, communication, and collaboration from Sensiba is how we were able to achieve SOC 2 within our deadlines,” Gill said.

Result

While CloudHound has only recently achieved its SOC 2 attestation, it’s already making a significant impact in early customer and partner conversations. In every engagement so far, SOC 2 has been a requirement in continuing commercial discussions.

“These are sensitive environments, and our customers and partners need confidence that we meet the security and compliance standards. That’s where SOC 2 delivers real value, being able to enter these conversations with a formal attestation and a clear commitment to best practices without question,” Gill said.

CloudHound is currently focused on growing its presence in Australia and New Zealand, with plans to expand into global markets. “We have a lot of partners interested in the technology. The goal is to expand into Europe and the



U.S. quickly, as this is a global opportunity. We aim to have helped partners and customers analyze many thousands of enterprise servers by the end of the year,” Gill said.

When asked for advice to other startups pursuing compliance, Gill said, “The best way to approach an audit is to be 100% ready before engaging an auditor. Make sure your compliance platform is fully prepared, as starting from a strong position makes the process much smoother.”



“Sensiba’s outstanding responsiveness, clear communication, and collaborative approach enabled CloudHound to achieve SOC 2 certification in record time.”

Dr. Aidan Gill
Founder, CloudHound

About Sensiba

Our risk assurance professionals help you identify, analyze, and manage potential risks. We collaborate with you to enhance the value of your business with customized risk models and experienced support.

Our flexible and pragmatic approach addresses your concerns efficiently and cost-effectively with solutions tailored to your specific needs.