

## CASE STUDY

# CloudZero's Continued Commitment to Security With SOC 2

How cloud cost optimization proves its commitment to security with SOC 2.



## Challenge

Already holding SOC 2 attestation, CloudZero was on the journey to continued security and privacy. Largely driven by knowledge and experience that SOC 2 continues to be desired by customers, CloudZero started its next audit period, intending to achieve attestation as soon as possible.

“When we started looking for an audit firm, we knew we wanted someone who took SOC 2 seriously and understood modern serverless infrastructure while ensuring we were held to the highest security standards,” said Sean Calista, Senior Director, IT & Security.

Calista was introduced to Sensiba from their compliance platform after seeking an auditor who was familiar with cloud providers and serverless environments. Initial conversations with Sensiba, who took the time to dive deep and understand the business needs, reassured Calista they were the right audit partner.

“We had the feeling Sensiba could be nimble and get the right resources assigned to our case to achieve the goal within our timeline. If you go with a bigger company, it’s a lot tougher with more barriers and commitment,” Calista said.

## Overview

CloudZero is a cloud cost optimization platform built for modern infrastructure, including AI workloads. The platform pulls spend data from any provider to give you a unified, real-time view of your costs. By linking costs to architecture, strategy, and business value, CloudZero helps engineering and finance teams keep spending in check, protect margins, and make smarter decisions that support growth.

## Services

◆ SOC 2

## Solution

CloudZero came to Sensiba with the task of achieving its next SOC 2 as soon as possible. Combining this deadline with differing time zones and unforeseen changes to compliance tools, CloudZero had some understandable concerns about the feasibility of the deadline. When raising these concerns with Sensiba, Calista felt “all concerns were heard and addressed. The Sensiba team conducted themselves professionally and thoroughly throughout the entire process, ensuring everything was taken care of.”

When it came to working across time zones, this worked in CloudZero's favor. With teams in the United States and EMEA, there was enough crossover for collaboration without either party being impacted. When Calista and the team came online, there was a clear list provided by Sensiba, which enabled the CloudZero team to plan their day.

This clear communication, thorough work from Sensiba, and both teams' working toward the same goal meant CloudZero achieved its SOC 2 report within the deadline.

## Result

CloudZero has already seen the impact of its latest SOC 2 attestation in speeding up its sales cycle, helping to communicate the value of its product, and continuing to instill trust in prospective clients.

“Obtaining a SOC 2 gives our customers confidence and trust that we're committed to protecting their data and following security best practices. This, in turn, helps accelerate our sales cycle and strengthens customer trust,” said Calista.

Asked if he would recommend SOC 2 to other companies, Calista said, “Yes, I'd recommend pursuing SOC 2. It's an important part of any company's security journey, but it's not the only thing. It sets a strong

foundation and shows customers you take security seriously, but building real trust means continuously improving and going beyond compliance.”

When asked if he would recommend Sensiba, Calista described the relationship as “a true partnership in helping us achieve our security compliance goal.”

Alongside continuing to help clients realize the value and costs of their products, CloudZero is continuing to look for ways to streamline its processes of delivering security evidence to customers, starting with the development of a trust page.

As the compliance landscape continues to change, CloudZero is working with relevant compliance partners to ensure they remain compliant year-round and implement any improvements needed to make this happen.



“Our collaboration with Sensiba was a strategic partnership. Together, we built a foundation for scalable, enterprise-grade compliance.”

Sean Calista

Senior Director, IT & Security, CloudZero

## 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.