



CASE STUDY

Building Trust in the Digital Asset Space

How Block Earner achieved ISO/IEC 27001 certification and positioned itself for global growth with Sensiba.



Challenge

- ◆ As Block Earner matured and set its sights on international expansion, the need to demonstrate rigorous information security practices became increasingly clear. Partners and prospective customers, particularly those evaluating Block Earner through a B2B2C lens, were asking pointed questions about data security and IT standards. Without formal certification, those conversations had a ceiling.
- ◆ The team identified two frameworks to address this: ISO/IEC 27001, globally recognized in areas like EMEA, and SOC 2, increasingly required by partners in the US market Block Earner was looking to work with. ISO/IEC 27001 became the immediate priority as a foundation for credibility and a signal to the market that Block Earner takes security seriously.
- ◆ With a lean team already operating at capacity, Block Earner knew it couldn't drive the certification process alone. It engaged a virtual CISO to uplift its security capabilities, and from that partnership came the recommendation to use Vanta as a compliance automation platform and Sensiba as its auditor. A combination well-suited to making the process as efficient as possible.



“It’s not just about getting a stamp. Going through this process helped us identify where we could do things better — and actually do them. There’s real value in that.”

Marc Bachs

Head of Operations, Block Earner

Overview

Block Earner is an Australian fintech company bridging the gap between traditional finance and digital assets. As home to Australia's crypto-backed loans, Block Earner allows individuals and businesses to leverage their cryptocurrency holdings, without having to sell them, in the same way a homeowner might draw equity from a property. Through both direct-to-consumer and B2B2C models, Block Earner is challenging the conventions of traditional finance and making digital asset-backed lending accessible to a broader market.

Services

- ◆ ISO/IEC 27001 Certification Audit
- ◆ Compliance & Audit Process Management
- ◆ Security & Controls Evaluation
- ◆ Advisory Support for Compliance Enablement
- ◆ Operational Improvement Insights

Solution

Sensiba conducted Block Earner's ISO/IEC 27001 certification audit, bringing the clarity and structure the team needed to navigate the process with confidence. From the outset, Sensiba provided a well-defined timeline, clear expectations around evidence requirements, and consistent project management, keeping the engagement on track without adding unnecessary burden to Block Earner's internal team.

Vanta's compliance platform complemented the audit process, enabling streamlined evidence collection and giving both teams a shared framework for evaluating controls. The combination of Sensiba's audit expertise, especially inside the Vanta platform, and Vanta's tooling made for a cohesive, efficient process.

Beyond the certification itself, the process gave Block Earner something equally valuable: a clearer view of its own operations. Going through the rigor of ISO/IEC 27001 surfaced opportunities to refine internal processes and address gaps that day-to-day operations can obscure.

Result

Block Earner successfully achieved ISO/IEC 27001 certification delivering a tangible signal of trust to partners and customers alike. Almost immediately, the team was able to share the certification with a key B2B2C partner, ultimately strengthening the relationship and providing greater confidence ahead of a planned product launch together.

With ISO/IEC 27001 in hand, Block Earner is now pursuing SOC 2, with Type 1 targeted for completion in the near term and Type 2 to follow. As the company explores expansion into the US market, having both certifications will be a meaningful differentiator to enterprise partners.



When we talk to potential partners about international expansion, they ask for this. It's not just a nice-to-have — it's becoming essential."

Lauren Minicozzi,
Growth & Partnerships Manager, Block Earner

About Sensiba

Our Governance, Risk, and Compliance (GRC) team helps you identify, assess, and manage risk. We work alongside you to strengthen your business with tailored solutions and practical support—delivered efficiently and cost-effectively.

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