

Phase	Investment	Duration	Deliverable
Assessment	\$5,000	1 week	Gap analysis report
Implementation	\$25k-\$40k	12-16 weeks	Audit-ready status
Total	\$30k-\$45k	12-17 weeks	SOC 2 Ready Dec 2026

SOC 2 ACCELERATION FOR EUROPEAN FINTECH ENTERING US MARKET

THE CHALLENGE

You raised Series B. You're expanding to the US. Enterprise customers won't sign without SOC 2 Type II audit.

The Problem

- ■ ISO 27001 (You have this from Europe)
- ■ PCI-DSS (Payment processing)
- ■ SOC 2 Type II (MISSING — blocks enterprise deals)

The Timeline Pressure

- Standard audit: 6-9 months (Type II requires audit observation period)
- Your deadline: Q4 2026
- Gap: You're 3-4 months behind

The Revenue Impact

- Enterprise RIAs won't integrate without SOC 2 evidence
- Each blocked deal: \$500k-\$2M annual contract value
- 3-5 blocked deals = \$1.5M-\$10M+ at risk

WHY EUROPEAN FINTECHS STRUGGLE

Misconception 1

"SOC 2 is just another compliance checkbox"

→ Reality: SOC 2 = gate to US enterprise market. No audit = no deals.

Misconception 2

"We'll add it after we launch"

→ Reality: Enterprise customers require SOC 2 BEFORE signing SaaS agreements.

Misconception 3

"6-9 months is the only timeline"

→ Reality: With accelerated approach = 12-16 weeks possible.

THE OVERLAP: ISO 27001 → SOC 2

Your ISO 27001 controls cover ~80% of SOC 2 requirements.

What Transfers Directly

- Access control frameworks
- Encryption standards
- Incident response procedures
- Change management processes
- Backup/disaster recovery

What Needs SOC 2-Specific Work (20% Gap)

- SOC 2 observation period (6+ months of evidence)
- SOC 2-specific evidence collection
- Auditor coordination for Type II timeline
- Documentation format alignment

ACCELERATED 12-16 WEEK ROADMAP

Phase 1: SOC 2 Gap Analysis (Weeks 1-2)

- Map ISO 27001 controls to SOC 2 requirements
- Identify 20% gap
- Prioritize by audit risk
- Auditor coordination strategy
- Deliverable: Gap analysis report + phased plan

Phase 2: Remediation (Weeks 3-12)

- Close priority gaps
- Collect evidence monthly
- Monthly status reviews
- Coordinate with auditor on observation start
- Deliverable: Audit trail + evidence repository

Phase 3: Audit Readiness (Weeks 13-16)

- Final evidence verification
- Pre-audit walkthrough
- Auditor approval
- Audit commencement
- Deliverable: Audit-ready certification

INVESTMENT & TIMELINE

Phase

Investment

Duration

Deliverable

Assessment

\$5,000

1 week

Gap analysis report

Implementation

\$25k-\$40k

12-16 weeks

Audit-ready status

Total

\$30k-\$45k

12-17 weeks

SOC 2 Ready Dec 2026

FINTECH-SPECIFIC CONSIDERATIONS

Payment Processing

Already have PCI-DSS (80% overlap with SOC 2). Leverage existing controls.

API Architecture

SOC 2 requires API access logging + rate limiting evidence. Most fintechs already have this.

Cross-Border Compliance

GDPR + SOC 2 can run in parallel. Same auditor can verify both.

Regulatory Pressure

SAMA (Saudi), BNM (Malaysia), EBA (EU) all watching SOC 2 progress. Start now, show auditor engagement.

NEXT STEPS

1. Assess Current State → Use SOC 2 Readiness Checklist
2. Get Professional Assessment → 1-week gap analysis (\$5k)
3. Execute Remediation → 12-16 week phased roadmap (\$25k-\$40k)
4. Schedule SOC 2 Audit → Audit-ready by December 2026

Contact Securehops for SOC 2 Readiness Assessment

\$5,000 | 1 week | Includes gap analysis + phased roadmap

[Learn More →](<https://securehops-website-amber.vercel.app/contact>)

Securehops | Fractional CISO & SOC 2 Acceleration for Fintech

Helping European fintechs accelerate SOC 2 adoption for US market expansion