

ASP Internal Sales Quick-Reference

Targeting Small FSPs (Cyber Joint Standards JS01 & JS02)

Purpose: This **ASP INTERNAL** cheat sheet helps sales teams identify and position **ComplianceSuite™** for small FSPs needing to meet **JS01 (Governance & Risk)** and **JS02 (Cybersecurity Controls)**.

FSP Trigger	What to Listen For / Look For
Regulatory Pressure	FSCA audits, Joint Standards queries, board or compliance concerns, vendor/supplier questionnaires
Governance Gaps (JS01)	No formal cyber risk framework, limited reporting to management or vendors/suppliers
Control Gaps (JS02)	No encryption, weak access controls, no/limited MFA
Email & Data Risk	Client data emailed in clear text, shared mailboxes, no DMARC, misdirected emails
User Risk	Phishing incidents, no security awareness training, no dark web monitoring

Ideal FSP Profiles

- Category I & II FSPs
- Small to mid-sized brokerages and advisors
- Compliance-driven businesses with limited IT teams
- FSPs handling personal and financial client data

JS01 / JS02 Qualifying Questions

- How are cyber risks currently reported to management or the board? (JS01)
- What controls protect client data on laptops and email? (JS02)
- Do you enforce MFA and access controls for staff systems? (JS02)
- How do you address phishing and user-related cyber risk? (JS02)
- Are staff trained on JS, POPIA, AML, Phishing, Invoice Fraud, etc, and can you prove it? (JS02)
- Does your FSP Practice have cyber insurance cover, or have you priced it yet?

Positioning Statement

ComplianceSuite™ enables us to help small FSPs meet Cyber Joint Standards JS01 and JS02 by delivering managed encryption, secure email, MFA, phishing protection, and governance-aligned reporting — without enterprise security complexity, plus provide compliance support with a toolkit, personal AI Assistant and policy templates, and includes a R1M cyber warranty for data breach, cyber extortion and internal BEC incidents.

Next Best Actions

- ✓ Position **ComplianceSuite™** as a Joint Standards enablement tool, **not just IT security**
- ✓ Offer a JS01 / JS02 readiness discussion, gap assessment, or FREE Vulnerability Scan
- ✓ Book a compliance-aligned demo with compliance and management present
- ✓ Offer a FREE External Vulnerability Assessment