

Simple, Affordable and Open GRC



Basic Community Metrics (2020)

~10

Community Downloads per Day

~3

Community Installs per Day

~9500

Total Active Community Installs

~32

Software Releases / Year

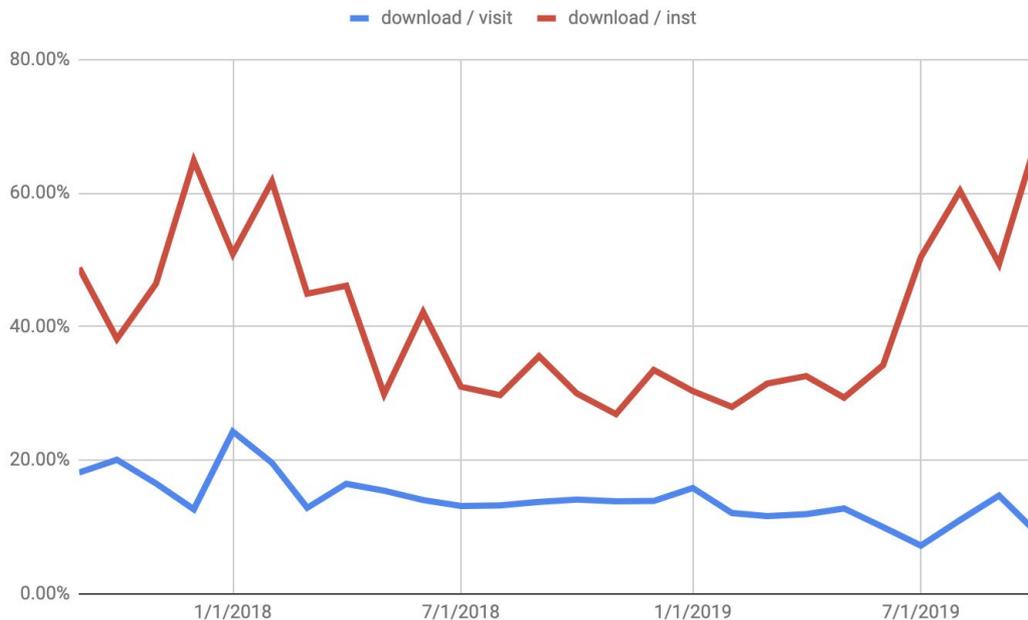
%90

Male Based Based Community :(

~3000

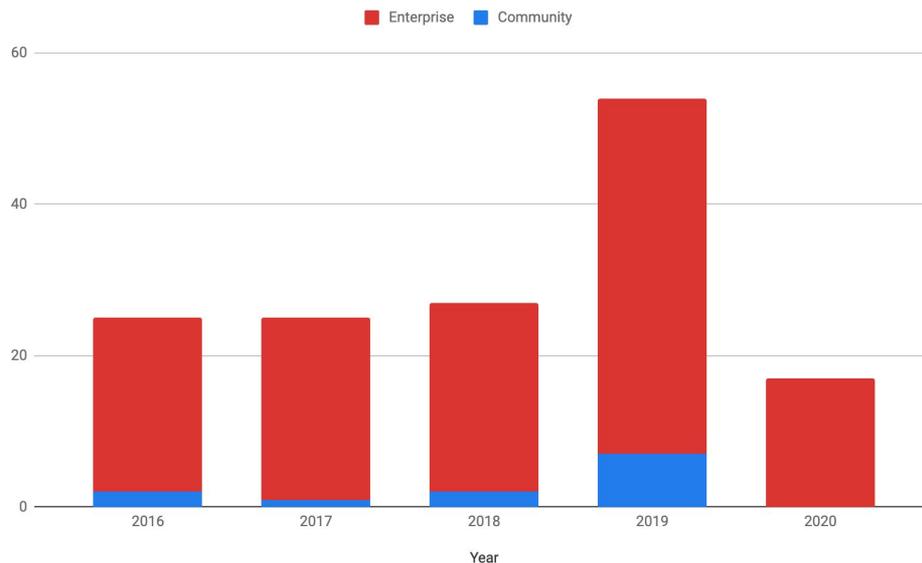
Unique Web Visitors / Month

~60% of downloads become Installs



eramba uses linux and not everyone is into hardcode linux. Since 2019 we are slowly improving install guides to improve Download / Install rates

Releases by type and year



*we prefer many smaller releases than very sporadic large ones.
Community gets all yearly enterprise updates as one or two updates*

An average release is composed of ...

31.8%

New Features

54.7%

Bug Fixing :(

13.3%

Core Maintenance

it seems is simply impossible to build features without bugs (code, UX, functionality, Etc) .. is astonishing how much time we spend fixing what we did wrong in the first place

Yearly Humanitarian Donations as % Profit (not revenue)

1%

2017

0.4%

2018

0.8%

2019

0.6%

2020

Somewhat **shameful**. despite running in a very frugal way eramba runs at “cost” ... there is little margin. we are hoping to improve this to %3 by 2021.
most donations done were directed to kids wellbeing in Europe

Curiosities

- Eramba **never had sales or marketing teams, sales targets, conversion targets, etc.** It seems that we just don't need them
- Eramba **has never been interested in becoming a “growth” business**
- Eramba **has always been profitable, never had debt or investors** and at all times enough savings to cover a full year of costs (even at zero revenue)
- Eramba **is probably the only flat fee GRC solution.** Is irrelevant how many users or data a customer has, everyone pays the same flat yearly fee
- Eramba is **proud of being a small, very frugal and efficient operation.** We are 7 friends and we have worked together since 2012 from Europe

Why GRC Tools Exist (simplified)

- Like accounting systems since 1980's, is impossible to professionally run GRC in the 21st century without a tool. **Spreadsheets no longer scale.**
- **Facilitates evidence gathering and storing** - that is key to explain people (auditors, regulators, customers, etc) how well you do Security
- **GRC became complex** as Security and Privacy became a far more pressing issue in the 21st century requiring more specialization
- In the **event of a security breach**, evidence of a professionally run GRC practice will be required to avoid ugly consequences. Is a bit like not been able to produce invoice receipts during a TAX audit

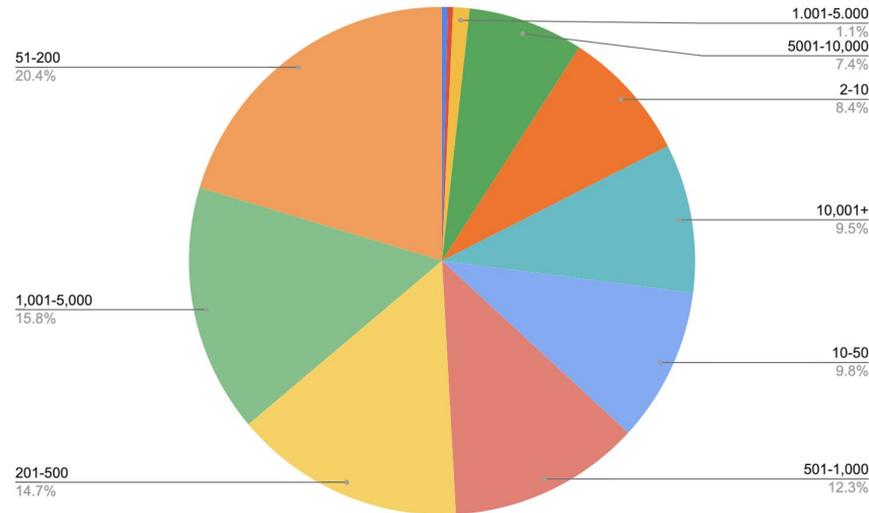
eramba “unique” Souce

- eramba **operates “as” non-profit** making it always the cheapest and simplest GRC option. By a very very very very very long stretch. No ROI risk.
- backed by a very large **world-wide community** (tens of thousands) and well established customers. We keep things plain honest.
- **constantly updated** (average of 30 releases / Year since 2015)
- **designed and built by GRC professionals** (real GRC practitioners)
- **open mentality**: documentation, forum, release roadmap, project statistics
- We (core team) do everything. **No outsourced tasks** never.

Why is so cheap?

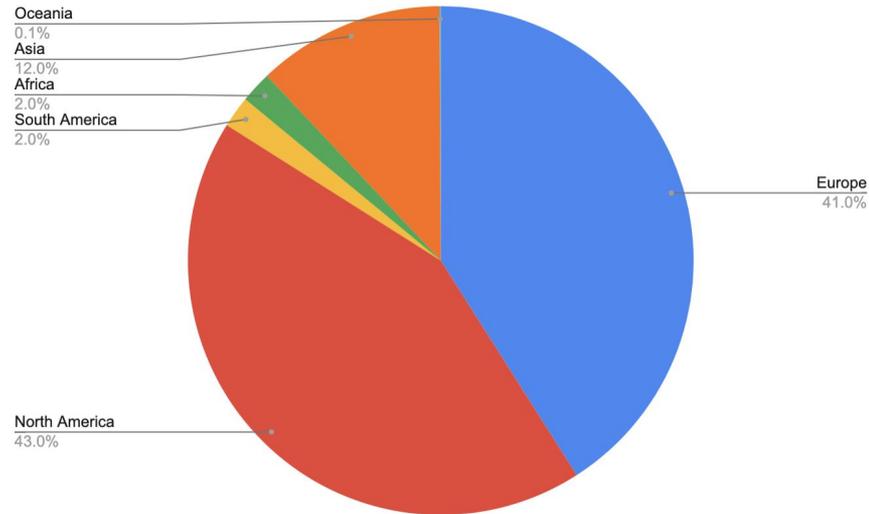
- Eramba yearly costs (salaries, office, etc) are paid by enterprise fees. These fees allows eramba to distribute its **free community version**
- Eramba is cheap because **we charge what we need to operate frugally**, nothing else. Imagine Volkswagen charging the cost (without margin) of a car?
- It's been that way since 2016 and we **kept growing since**. We never had debts, in fact we always keep one year of costs as savings in the bank.
- We don't have sales or marketing teams, sales targets, cost targets, conversion targets, etc. **Apparently we just don't need them**. We want an easier, stress free life. We don't care if our customers are big or small, they all pay the same.

customer by employee count (2020)



In the beginning we thought only small companies around the world would consider eramba - we were wrong. we don't care how big a customer is - they all pay the same flat fee and they all get the same service

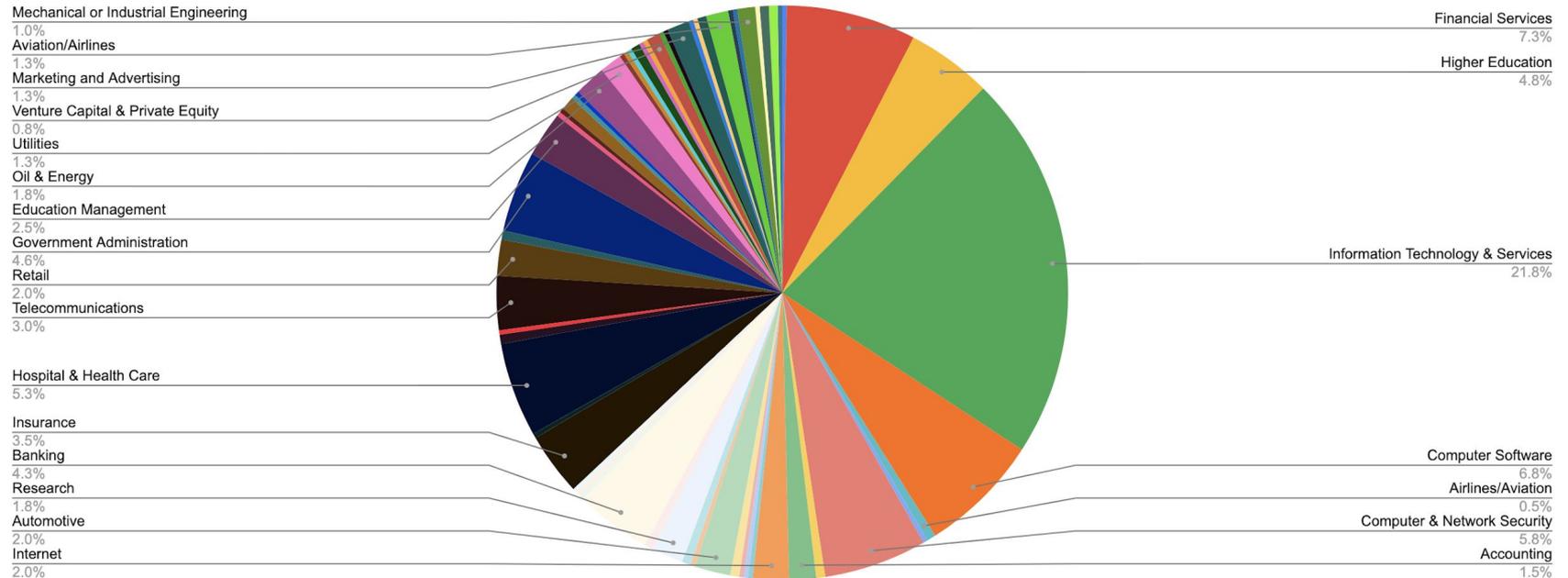
customer by region (2020)



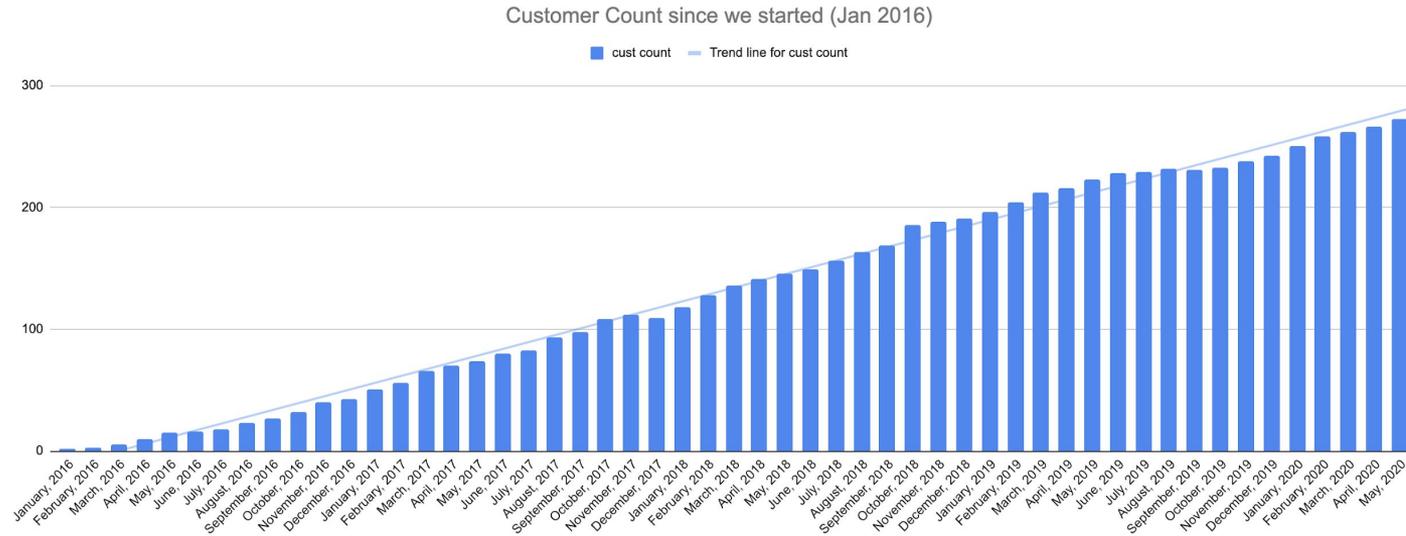
we still remember the first email we got from a Japanese customer (very far from us) - “Esteban-san” begun the email. We felt like Karate Kid !

customer by Industry (2020)

Customer by Industry

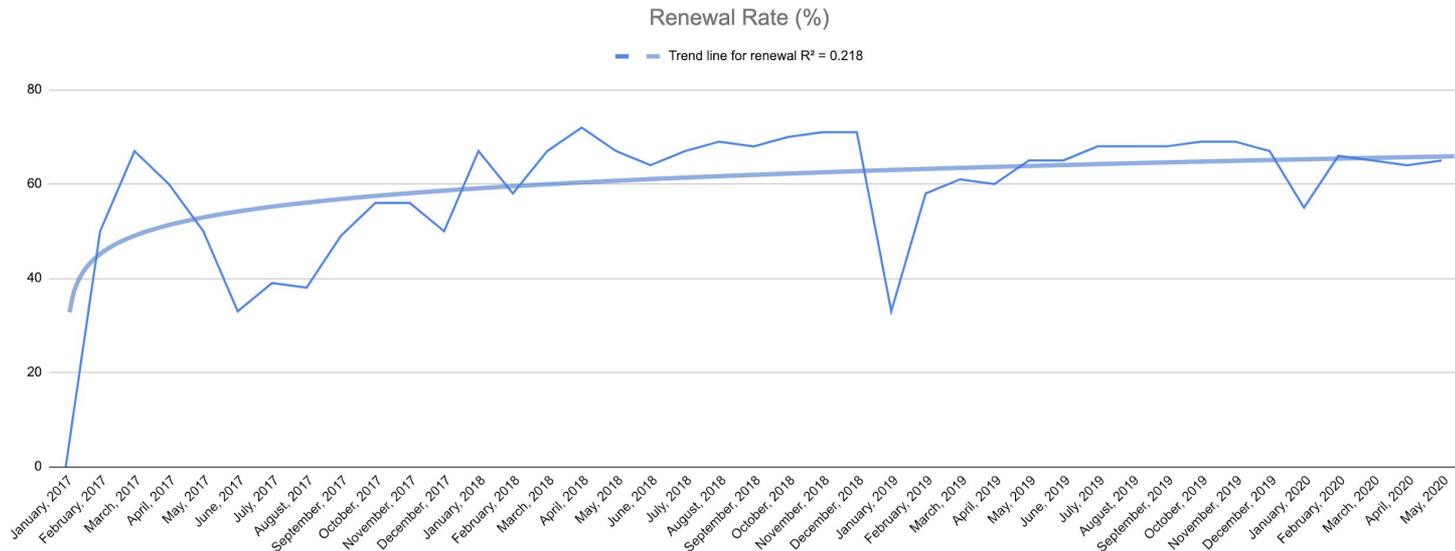


customer count over time



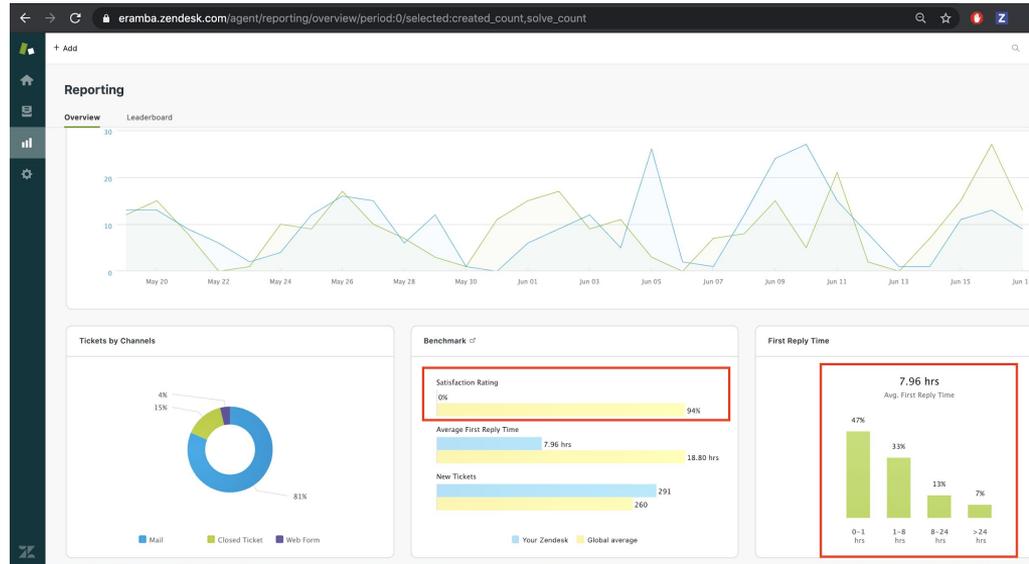
to be honest we don't even try selling, none of us is “business” oriented. it seems that offering a decent well priced (at times) product, honestly trying hard to help those that honestly try hard to use eramba has worked well for us.

customer renewal rate over time



This is a very key metric for money oriented businesses (in eramba that is in part true since we need money to run the project). Since 2018 we are always almost at %70 renewal rates

customer support dashboard (2020)



At %94 satisfaction rating we feel we really try helping in particular those that try hard to use eramba in particular using the documentation!!! Those that don't...

the core team?

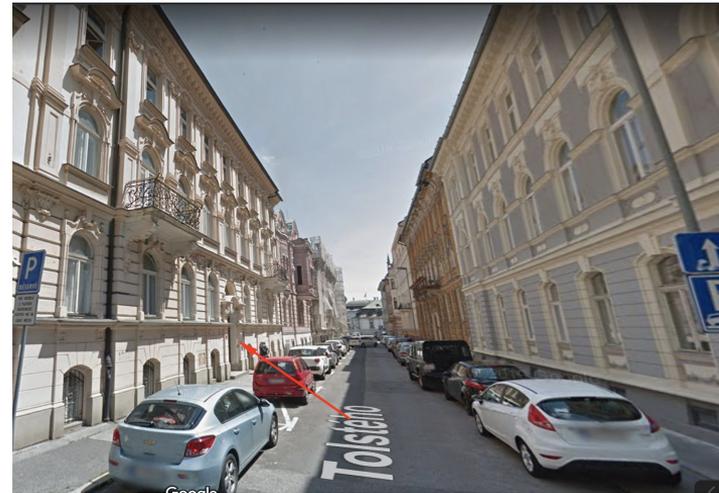


From left to right: Esteban (does a little of everything), Viktor (Dev), Martin (Dev), Marek (Dev) and Sam (support, testing, etc). Missing on the photo...Adriana (esteban wife, does admin never comes to the office) and Emi (does admin and works from home). With the exception of Emi we all live in Bratislava. We all know each other for a decade more or less.

Our 2012-2017 Office



Our Office Since 2017



frugality is what allows eramba to live - plain simple. We minimise expenditure in banal things. we all get ABOVE industry salaries and benefits in particular those oriented to family and quality of life. Eramba is not about us making ourselves millionaires quickly, this is a long term family business. We are truly all good friends that know each other for many years.

The End