How ERIO complements OneTrust (GRC / TPRM / Privacy)

Not another GRC. A decision layer above OneTrust's privacy + TPRM depth.

ERIO is a **risk decision-intelligence layer**. OneTrust's strength is **privacy, consent, and tier-1 third-party due diligence**. ERIO's strength is **live signal, n-tier supplier depth and £ quantification**. Combined, a OneTrust customer stops relying on static vendor questionnaires once a year and starts seeing live sanctions + concentration + geopolitical shifts on the same records their DPO team already governs.

WHERE ERIO ENDS AND ONETRUST'S ESTATE BEGINS

CAPABILITY	ONETRUST (SYSTEM OF RECORD)	ERIO (DECISION-INTELLIGENCE LAYER)	BETTER TOGETHER
Privacy management	**Privacy Automation** — DSARs, RoPA, consent, PIAs.	ERIO is **not** a privacy tool. Zero overlap.	Privacy OPs stay inside OneTrust; ERIO leaves GDPR/ UK-DPA territory to the specialist.
Third-party due diligence	**TPRM** — vendor questionnaires, SIG/SIG-Lite, risk screening.	ERIO holds the live **n-tier** graph (Tier 2–4+) + sanctions / Companies House / GLEIF.	OneTrust tier-1 records auto-refresh with concentration and sanction deltas from ERIO.
GRC / policy	**GRC & Security Assurance** — control inventories, attestations.	ERIO scores DORA / NIS2 / SOC2 / ISO 27001 / NIST CSF 2.0 continuously.	OneTrust controls carry a live readiness delta + gap list against each named standard.
Ethics & Compliance	**Ethics & Compliance** — hotline, case mgmt, speak-up.	ERIO ingests reputational + ESG signal but does not run case management.	Hotline cases link to the live reputational-risk score of the counterparty involved.
Risk quantification	Qualitative scoring; some integrations.	Deterministic **Open FAIR** Monte-Carlo → P10/P50/P90 £ loss curves per risk.	OneTrust risk records inherit a live £ exposure number for board-level summaries.
Signal ingestion	Content libraries (research + regulatory).	**18 live feeds** normalised + replayable + tenant-scoped.	OneTrust records refresh themselves against ERIO signal instead of waiting for the annual re-score.
Audit evidence	Attestations + evidence library.	**Replayable** assurance pack — inputs + FX + FAIR seed chained (Patent GB2613313.2).	OneTrust evidence carries an ERIO replay hash + QR verify for regulator review.

"OneTrust answers 'who do we trust'. ERIO answers 'is that still true today?'" — Positioning statement · Nov 2026

Why this is a partner opportunity, not overlap

- ERIO does **not** replace workflow, policy or attestation.
- ERIO's n-tier graph + £ quant is **additive revenue** to any OneTrust seat.
- Joint-customer evidence packs carry an ERIO replay hash — regulator-grade proof.

What a joint prospect buys

- OneTrust for the workflow of record.
- ERIO for live signal + £ quantification + n-tier + replayable audit.
- Bi-directional webhooks — observations in, triggers out.