How ERIO complements ServiceNow IRM / GRC

Positioning brief · v1.0
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Not another GRC. A decision layer above ServiceNow's workflow engine.

ERIO is a **risk decision-intelligence layer** that sits above an existing GRC stack — ingesting external signal, quantifying exposure in £, and shipping replayable evidence down to the system of record. For ServiceNow customers that means **IRM, Policy and Compliance, Vendor Risk, and BCM** stay the system of record; ERIO just makes every line item in those modules refresh itself with live, quant-ready input.

WHERE ERIO ENDS AND SERVICENOW'S ESTATE BEGINS

CAPABILITY	SERVICENOW (SYSTEM OF RECORD)	ERIO (DECISION-INTELLIGENCE LAYER)	BETTER TOGETHER
Integrated risk workflow	**IRM / Policy & Compliance** — casebook, controls, attestations, workflow.	ERIO does not run case or attestation workflow.	ERIO posts quantified risk deltas **into** IRM as fresh observations + evidence packs.
Vendor-risk assessments	**Vendor Risk Management** — questionnaires, tier-1 register, SIG/SIG-Lite.	ERIO owns the live **n-tier** graph (Tier 2–4+) via Companies House / GLEIF / sanctions.	VRM gets a live concentration + sanctions lens; ERIO auto-populates tier-1 answers.
Business continuity	**BCM** — BIA, continuity plans, dependency mapping.	ERIO ingests outage + ESG + geopolitical signal + maps it onto your dependency graph.	BCM dependency maps light up in real time when a tier-2 supplier takes a geopolitical hit.
External threat intelligence	Point integrations per feed; manual uploads.	**18 live feeds** (CVE/CISA, OFAC/OFSI/FSF/UN, GDACS, Companies House, ReliefWeb, GLEIF, PHE CDR).	ServiceNow IRM becomes the UI for a continuously-refreshed external-signal baseline.
£ quantification (FAIR)	Heat-map residual risk; some add-on quant.	Deterministic **Open FAIR** Monte-Carlo → P10/P50/P90 £ loss curves per material risk.	Every IRM risk inherits a live £ curve — board packs stop being a lagging indicator.
Regulator-grade audit	Attestation + evidence library.	**Replayable** assurance pack — inputs + FX + FAIR seed chained (Patent GB2613313.2).	Evidence attached in IRM carries an ERIO replay hash + QR verify — explain any decision in a click.
DORA / NIS2 obligations	Policy & Compliance maps ICT third-party obligations.	DORA + NIS2 readiness scored continuously against ICT third-party + incident data.	Policy framework attestations auto-refresh with ERIO's current readiness score and gaps.

"ServiceNow runs the workflow. ERIO makes every row in it live." — 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 ServiceNow seat.
- Joint-customer evidence packs carry an ERIO replay hash — regulator-grade proof.

What a joint prospect buys

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

info@ekselens.com · ekselens.com