

CASE STUDY

US Fintech Achieves Enterprise-Ready EU Compliance in 6 Weeks

Company profile

- US-based Fintech, Series A, ~45 employees
- Payment processing and financial data, expanding to EU
- CCPA-compliant but no GDPR program
- DPO required by EU enterprise customer as an onboarding condition

The problem

The first EU enterprise customer (EUR 200K+ annual revenue) could not onboard without GDPR compliance, an EU Representative, and a named DPO. A 90-day deadline applied before the customer would evaluate alternatives. No EU-specific privacy policies, no vendor DPAs, no data transfer mechanisms, no cookie consent.

What we did (6 weeks)

Weeks 1 to 2:

- GDPR gap assessment, EU Representative appointed (operationally separate from the DPO)
- DPO appointed, international data transfer assessment (SCCs + TIA for US to EU)

Weeks 3 to 4:

- Privacy policy rewritten, cookie consent, vendor DPA reviews, DPIA for payments

Weeks 5 to 6:

- Customer questionnaire completed, DPA signed, GLBA/GDPR intersection documented, team training

Results

- Core GDPR framework in 6 weeks, within the 90-day deadline
- First EU customer onboarded successfully
- Privacy framework reusable for every future EU customer
- Second EU customer signed within 3 months

"During our fundraise, every investor privacy question just got handled. Huge weight off my shoulders as a founder."

- CEO, fintech company

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