

«Κανονιστική Συμμόρφωση»:

Αναπόσπαστο κομμάτι του υπεύθυνου επιχειρείν



“When compliance is working, it often goes unnoticed and flies under the radar.

However, the value of a good compliance program is hard to measure”.

- Rex Gooch



Compliance: Burden or Competitive Advantage?

A large, clear ice cube is melting on a surface of water, with its reflection visible below. The background is a soft-focus blue sky with light clouds.

Higher quality information

Process optimization

Limitation of financial, legal and reputational damages

Increased trust from customers & shareholders

Brand loyalty

Compliance: Burden or Competitive Advantage?

Compliance Culture

Tone from the top

**Mood in the
middle**

**Buzz at the
bottom**

*“Businesses often forget about culture
and ultimately they suffer for it”*

-Tony Hsieh

Sometimes numbers tell the truth...

Believe it or not, compliance can save you money

The annual cost of compliance to businesses runs to average **\$5.5 million**

The annual cost of non-compliance runs to average **\$14.8 million**

Non-compliance costs **2.71 times** the cost of establishing compliance

Source: Ponemon Institute LLC (publication date: December 2017)

The Cost of Compliance

Companies annually spend about:

- ✓ **\$2 millions** on data security
- ✓ **\$1.3 million** on compliance platforms
- ✓ **\$1 million** on incident response
- ✓ **\$750,000** on audit and assessments
- ✓ **\$300,000** on training

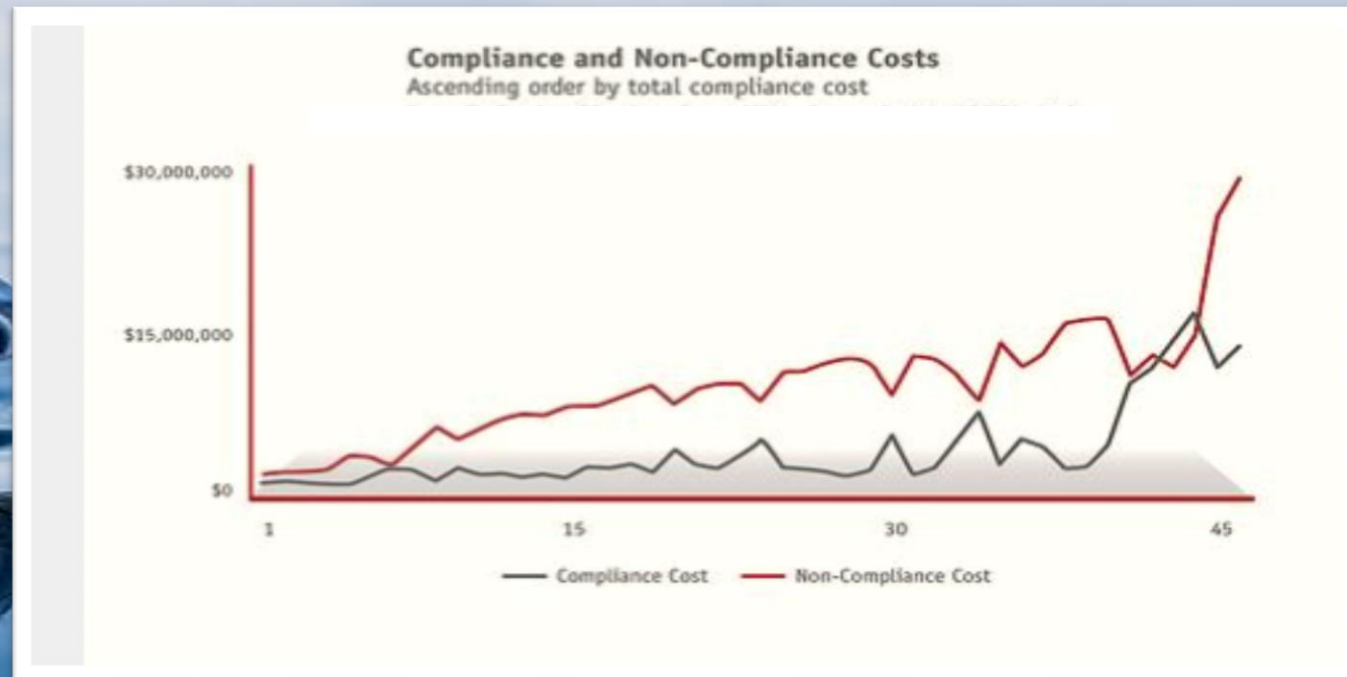
The annual cost of compliance varies by industry:

- ✓ Media pays about **\$7.7 millions**
- ✓ Telecoms pays about **\$16.7 millions**
- ✓ Pharmaceuticals pays about **\$17.2 millions**
- ✓ Financial services sector pays about **\$30.9 millions**

Source: Ponemon Institute LLC (publication date: December 2017)

The Cost of Non-Compliance

Non-Compliance Cost Consequences	Average
Business disruption	\$5.1 millions
Revenue losses	\$4 millions
Productivity losses	\$3.8 millions
Fines & Penalties	\$2 millions



***“If you think compliance is expensive,
try non-compliance”***

Former US Deputy Attorney General, Paul McNulty

Thank you!

