

# Traditional Legal Services vs. Contracts-as-a-Service (CaaS): A Comparison Chart

Criteria	Traditional Legal Services	Contracts-as-a-Service (CaaS)
<b>Cost Predictability</b>	Initial cost: \$4,000+ for an MSA; additional fees for updates and new documents.	Predictable monthly fee (\$299 for Essentials, \$597 for Standard) with setup fee matching the monthly rate.
<b>Document Updates</b>	Updates are reactive and billed hourly, often costing \$1,500+ per update.	Regular updates included (monthly for Essentials, quarterly for Standard).
<b>Service Coverage</b>	Focused primarily on individual contracts like MSAs or specific service agreements.	Comprehensive library of service attachments, including IT, security, compliance, and more.
<b>Scalability</b>	Difficult to adapt or scale; additional contracts require separate fees.	Easily scalable with a library of templates for new services and growth.
<b>Customization</b>	Customization is possible but incurs significant additional fees.	Standard plan includes customization with logo placement and annual reviews.
<b>Compliance Monitoring</b>	Requires manual monitoring and legal intervention for updates.	Proactive updates for GDPR, HIPAA, CCPA, and other regulations included.
<b>Integration with MSP Tools</b>	Typically no integration with MSP workflows or tools.	Integrates with CRM and Quoting Tools
<b>Cybersecurity Risk Management</b>	Limited provisions for addressing cybersecurity threats; requires additional legal work.	Built-in clauses for ransomware liability, vendor risk, and cybersecurity breaches.
<b>Time to Implementation</b>	Time-intensive; drafting and revisions can take weeks.	Quick onboarding with prebuilt templates and tools.



## Who Should Choose Traditional Legal Services?

- **MSPs with highly unique or one-off legal needs** requiring bespoke documents.
- **Businesses with legal counsel on retainer** who can address additional needs without incurring new fees.
- **MSPs with lower legal risk** who don't require regular updates or advanced compliance monitoring.



## Who Should Choose Contracts-as-a-Service?

- **Growing MSPs** that need scalable solutions to add new services and adapt contracts regularly.
- **Businesses focused on compliance** in industries like healthcare, finance, or those subject to international data privacy laws.
- **MSPs looking to minimize legal costs** while maintaining proactive contract updates and risk management tools.



## Considering Monjur's Privacy, Security, and Compliance Library?

- The **Privacy, Security, and Compliance Library** equips Managed Service Providers (MSPs) with essential tools to address data protection, regulatory requirements, and risk management for their customers. This bundle combines **Policies-as-a-Service**, a robust **Service Attachment for Managed Compliance**, and a comprehensive **Statement of Work (SOW) for Cybersecurity Risk Assessments** to support your managed compliance offerings.



## Components of the Bundle

### Policies-as-a-Service

These customizable policies provide a strong foundation for your managed compliance services, helping you and your customers navigate the complexities of modern data privacy and cybersecurity standards.

- **Included Policies:**
  - **Written Information Security Policy (WISP):** A comprehensive framework for managing sensitive data, including access controls, encryption, and secure data handling practices.
  - **Data Breach Incident Response Plan:** Step-by-step guidelines for responding to, managing, and mitigating the effects of data breaches.
  - **Disaster Recovery and Business Continuity Plan:** Procedures to ensure data recovery and operational continuity in the event of a disaster or outage.
  - **Acceptable Use Policy:** Guidelines governing user behavior, system access, and appropriate use of IT resources.
  - **Verbal Confirmation of Electronic Transmissions Policy:** Protocols to secure financial and sensitive electronic transactions through verbal confirmation and multi-factor authentication.

- **License to Use with Your Customers:**

These policies are licensed to MSPs for use as templates or starting points for end-user policies. Ideal for MSPs offering managed compliance services to regulated customers, enabling them to deliver value-added resources directly to clients.

## Service Attachment for Managed Compliance

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- **Purpose:**

A detailed service attachment designed for MSPs providing security and regulatory compliance services to regulated customers.

- **Key Features:**

- Clearly outlines the scope of services provided under managed compliance offerings.
- Addresses specific regulatory requirements for industries like healthcare, finance, and government.
- Supports contractual alignment with data protection laws such as HIPAA, GDPR, and CCPA.

## Statement of Work (SOW) for Cybersecurity Risk Assessments

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- **Purpose:**

A prebuilt template for conducting cybersecurity risk assessments tailored to client needs.

- **Key Features:**

- Defines deliverables, timelines, and responsibilities for both the MSP and the customer.
- Covers vulnerability assessments, penetration testing, and compliance gap analysis.
- Serves as a contractual framework to ensure accountability and clarity in risk assessment engagements.



## Who Benefits from the Bundle?

- **MSPs Serving Regulated Industries:** Healthcare, finance, legal, and other industries with stringent compliance requirements.
- **Growing MSPs:** Businesses expanding their offerings to include managed compliance or cybersecurity services.
- **MSPs Lacking Legal Expertise:** Provides ready-to-use policies and attachments to simplify compliance without the need for custom legal drafting.