



THE ESCROW COMPANY

Software Escrow for a SaaS
World



escrowcompany.co

About The Escrow Company

The SaaS escrow vendor

The Escrow Company, is a multinational software escrow company which is headquartered in London, United Kingdom, with additional offices in Atlanta, USA and Sydney, Australia.

Founded in 2015, with a vision that software was moving to the cloud and required alternative escrow and continuity solutions.

Our wide range of customers include major banks, insurance firms, technology companies and software start-ups.



Security & Accreditations



ISO27001
& ISO27017

GCloud14
Supplier

Data Security
& Residency



 Microsoft Azure

Approved Marketplace SaaS Escrow Vendor

 GitLab
Code Quality Partner



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Key Differentiators



Transparency

Open and simple billing structures with no hidden fees.

Pragmatic advice and guidance.

Customer service and engagement.

Client portal.



Trust

Knowledge & experience with case studies & references.
Managed live release events.

Highest escrow market liability insurance.

Security best practises
ISO27001 & 27017.



Technical Excellence

Highly skilled with cloud & SaaS based services. AWS Partner, Azure Marketplace, Gitlab tech partner.

Unrivalled depth & breadth of services. Innovative partner with automated deposits & Managed SaaS Continuity/Access

Reducing risks with 3rd party suppliers & outsourcing

➤ Protection against supplier

Bankruptcy / Insolvency

Sale of IP

Failure of Service

Discontinued Products

Breakdown In Supplier Relationship

Rogue employees

Ransomware



How it works

Software & SaaS Escrow

Define the software escrow materials or environment access credentials to be deposited

Deposit of materials to The Escrow Company

Regular and/or automatic updates

Verification of materials

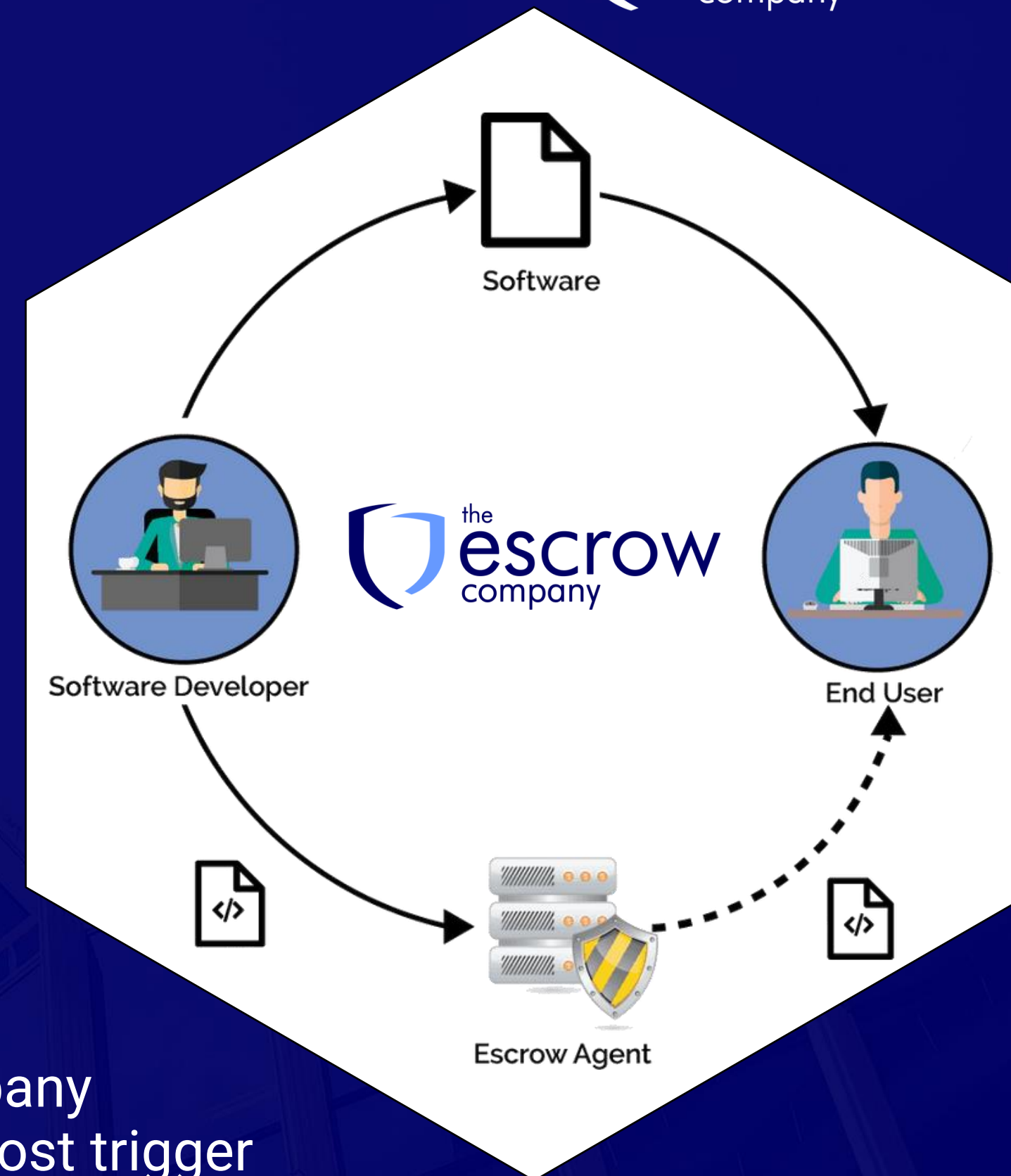
To test useability and completeness of deposits

Trigger Event

Materials transferred to beneficiary

Redeployment of product by beneficiary or The Escrow Company

Option for The Escrow Company to manage the application post trigger



Software & SaaS Escrow Options



Software, SaaS & Information Escrow

Provides access to sensitive IP, source code, deployment materials, documentation & databases/files storage.

Optional verifications to test latest deposited materials are complete and useable.



SaaS Access Continuity

Access an existing single tenanted production cloud environment.

Required access credentials are deposited into escrow.

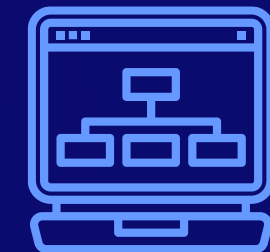
Transfer of subscription to the beneficiary following supplier default.



Recovery SaaS Escrow

Secondary vendor deployed system environment deposited into escrow with verified deposit materials. System scaled down and recovered for testing.

Following an escrow event, active cloud environment recovered and provided to the beneficiary to utilise.



Managed SaaS Continuity

The Escrow Company will redeploy the application in a release event and manage on behalf of the beneficiary.

Deposit of source code, deployment materials, documentation & databases/files storage. Regular redeployment verification of latest deposited materials.

Value Added Services

Optional Extras to reduce risk



Static Application Security Testing

Analyses and identifies security vulnerabilities contained within software source code.



Open Source Code Audits

Identify software composition, reasonably detectable security vulnerabilities, open source, licencing, copyrights, standard headers and author tags discovered in the software.



Dedicated Deposit Service

Private Git Collector or SFTP service for the sole use of your agreement. Option allows the private export of logs and can be deployed in any AWS, Azure or GCP cloud regions.



Code Quality Audit

Utilised to ensure a third-party developer could continue to maintain the source code if ever required.



Vendor Financial Monitoring

Provide pre-emptive alerts if the software provider fails to pay cloud vendor invoices.

Software/SaaS Escrow

Source Code

Deployment Scripts or configurations

API Documentation

Application Database or File Replication

Documentation or Instructions

Cloud Environment Credentials

AI Escrow

Source Code

Model Weights / Checkpoints / Parameters

Training Data (or access instructions)

Data Preparation Pipelines

ML Infrastructure Configurations

Dependencies & Libraries

Documentation & Runbooks

API Keys / Access Controls (conditional)

Environment Credentials

Why verify the materials?

Testing the usability of the escrow deposit



Protects Investment

Confirms the completeness and useability of third-party software and data deposits while preserving the developer's intellectual property rights.



Reduces Redeployment Time

Assists with knowledge sharing, with comfort knowing the deposited materials are complete and supporting documentation can be easily followed to compile and deploy.



Regulations & Compliance

Meet beneficiary's requirements for defining and testing business continuity and stressed exit plans for critical third-party software.

Verification Process

Testing the Usability of the Escrow Deposit

1

Pre-Stage

Deposit of source code, materials and documentation.

Call with the lead developer to scope the requirements to build or deploy the software for testing.

Date scheduled for the demonstration.

2

Test Day

Together with the developer, The Escrow Company reviews the build environment, examines source code structure, documentation, identifies tools, 3rd party software components /dependencies and hardware requirements. The developer demonstrates the build process remotely within their own environment while The Escrow Company observes and documents.

3

Functionality

Depending on how the software is hosted and verification test performed: Compiled source code can be provided to the beneficiary for internal functionality testing; or Escrow environment access is provided to the beneficiary to perform functionality tests.

4

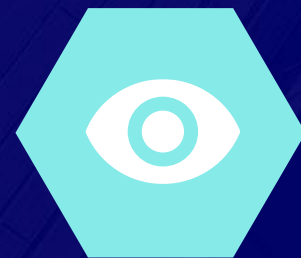
Reporting

Detailed report issued to developer and beneficiary including:

- Coding language
- Hosting environment
- Third party apps
- Database system used
- Encryption details
- Code file listing
- Build guide
- Deployment process
- Potential issues
- Test results

Release Process

Issue with depositor



Events of default defined and pre agreed in the contract

Beneficiary triggers the escrow



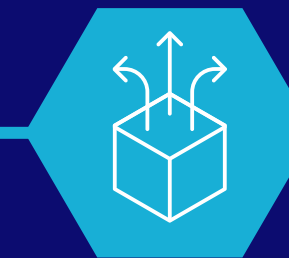
Notification with evidence sent to The Escrow Company by Beneficiary

The Escrow Company will notify the depositor



Window for Depositor to accept or provide counter evidence. If disputed it will go to legal arbitration process.

Materials released to the beneficiary



Materials made available to securely download and/or used by The Escrow Company for redeployment/transfer.

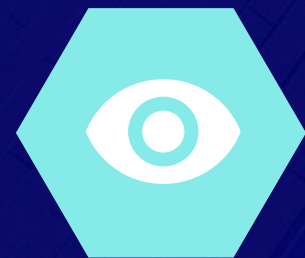
Materials used for continuity purposes



Rights and licence provided in the escrow agreement

Escrow Process

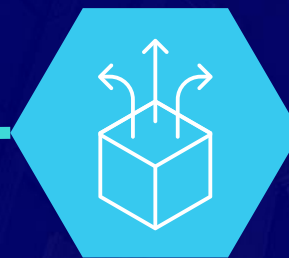
Escrow agreement signed & executed



Setup instructions shared by customer success with depositor



Materials deposited into escrow by the depositor



File Integrity test performed and report shared confirming deposits are accessible



Verification performed to confirm completeness and useability of the deposit materials and reports shared



Materials ready for continuity purposes to protect against an escrow event



Delivery

Ensuring a successful escrow arrangement



Technical Support

Resources to support the deposit materials transfer and technical syncing process



Customer Success Manager

Lead point of contact throughout the service ensuring a successful delivery with ongoing communication



Client Portal

Opt-in service to view agreement dates, download reports, see latest deposit dates

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**THANK
YOU.**

