

UNVARNISHED REVIEWS

Vanta vs. Drata vs. Secureframe: The Compliance Automation Pricing Verdict

Unvarnished Reviews Research

Market Position: These Platforms Sell Evidence, Not Certification

Compliance automation platforms connect to a company's cloud, identity, human resources, and developer tools, collect evidence that security controls are operating, map that evidence to frameworks such as System and Organization Controls 2 (SOC 2), International Organization for Standardization (ISO) 27001, and the Health Insurance Portability and Accountability Act (HIPAA), and hand it to an independent auditor. They do not issue the certification. None of the three platforms in this report states that it performs the audit itself, and an audit by a certified public accountant (CPA) firm is a separate purchase with its fee. Vanta, Drata, and Secureframe are the three names most often compared for a first SOC 2 program.

The platform also cannot shorten the part of SOC 2 that takes longest. A Type 2 report requires an observation window, commonly three to twelve months, during which controls must operate before an auditor can test them, and no software compresses that window. Vanta's guidance puts a realistic first Type 2 report at roughly four to six months with automation. Marketing that promises SOC 2 in weeks refers to Type 1, a point-in-time report on control design. One consultancy places a Type 1 at roughly eight to twelve weeks across all three platforms once integrations are live.

Much comparison content online says none of the three publishes prices. That is only partly true. Vanta and Drata post starting prices on their AWS Marketplace listings, and Secureframe's listing shows two 12-month price dimensions, with amounts reported by third parties. The vendors' pricing pages are reported to route buyers to a sales conversation. Much comparison content comes from firms that sell competing platforms or implementation services, so renewal percentages from those sites are treated here as claims and not measurements, and pricing is anchored on marketplace listings and Ventr transaction data. Both market leaders have also been expanding into adjacent trust-management products: Drata acquired SafeBase for \$250 million in early 2025, and Vanta acquired TrustPage in January 2023.

Vanta: The Upside

Vanta has the broadest integration catalog and the largest review base of the three. Sources report 375 or more native integrations, the most of any platform compared, and users rate Vanta 4.6/5 across 2,708 reviews as of October 3, 2026. Reviewers praise the breadth of integrations, the clarity of the compliance dashboard, and auditors' familiarity with Vanta's evidence exports, which reduces friction during fieldwork.

Vanta is designed around speed to a first report. One implementation consultancy reports a setup of one to two weeks, shorter than the two to three weeks it reports for Secureframe, and comparison sources recommend Vanta for a mainstream cloud-native company racing to close an enterprise deal that depends on SOC 2.

Vanta: The Downside

The May 2025 data exposure is the most serious issue in this comparison, and the Red Flags section covers it in full. No comparable disclosure from Drata or Secureframe was found, though a search cannot prove that none exists.

Vanta publishes no renewal schedule, and renewals tend to rise. Ventr reports that Vanta's renewal quotes often include 10%-20% increases unless buyers renegotiate proactively, and that annual escalators of 5%-10% are common. Buyer reports describe larger increases after headcount or framework growth, and competitors' sites claim up to 100%, which is unverified. Negotiate a written cap before signing.

Add-ons and usage caps push quotes above the headline tier. Vanta's AWS Marketplace listing prices modules separately, each for 1-20 employees: Trust Center at \$6,000, Questionnaire Automation (144 a year) at \$10,000, Questionnaire Automation Advanced (288 a year) at \$16,000, and Third Party Risk Management (up to 50 vendors) at \$13,600. Two sources report that the Plus package includes only 25 automated questionnaires a year. Vanta is also described as a weaker fit when much of an environment is custom or on-premises, and per-framework pricing is reported to escalate faster than Drata's for multi-framework programs.

Drata: The Upside

Drata is the only platform of the three with published transaction data on both price and renewal terms, and its rating matches or leads the field. Vendr's marketplace data shows a median contract near \$25,000 a year, typical annual increases of 5%-10% at renewal, and caps of 5%-8% commonly achieved when negotiated upfront. Users rate Drata 4.7/5 across 1,386 reviews as of October 3, 2026, and reviewers praise its user experience and a smooth, workshop-led onboarding. Drata also lists a Foundation Package for companies of 1-50 employees at \$15,000 for 12 months on AWS Marketplace.

Comparison sources recommend Drata for engineering-heavy teams and for companies planning three or more frameworks within 18 months, where its bundled multi-framework tiers tend to come out cheapest. Buyers in Vendr's data save about 23% off list on average, and discounts of 20%-30% are common.

Drata: The Downside

Drata carries the highest median contract of the three, and its renewal terms punish late changes. Vendr's median of about \$24,934 compares with about \$20,000 for each competitor, though the samples differ in size and scope. Contracts without negotiated caps may include increases of 8%-12% a year, and adding a framework at renewal commonly costs 10%-25% more than bundling it into the original contract.

Setup takes more configuration up front. One comparison describes Drata as requiring more configuration at the start in exchange for deeper automation afterward, and advises confirming that a team has the bandwidth for the initial investment. Reported integration counts for Drata vary widely by source, from roughly 100 to more than 200, so verify coverage for your specific stack. One review of Drata's pricing pages also found two different tier-naming schemes in use at once. Drata's AWS Marketplace listing also states that all orders are non-cancellable and all fees non-refundable.

Secureframe: The Upside

Secureframe's managed-service model is its clearest differentiator, with a named compliance manager and guided onboarding that comparison sources consistently describe as the most hands-on of the three. Users rate Secureframe 4.7/5 across 829 reviews as of October 3, 2026, with support quality a consistent theme in positive reviews. For a company with no internal compliance owner, that guidance is a substitute for a hire or a consultant.

Secureframe also packages support for the Cybersecurity Maturity Model Certification (CMMC), a defense-contractor framework, as a dedicated Defense tier, and its reported renewal increases are modest, 5%-10% typical in one source and 5%-15% in another, similar to Drata's.

Secureframe: The Downside

The evidence behind Secureframe's price is the thinnest of the three. Its Vendr median of roughly \$20,000 rests on only 16 purchases, against 374 for Vanta and 236 for Drata, and its observed range of \$7,733-\$32,575 should be treated as directional. Sources also disagree on whether Secureframe's site prints a starting figure: One reports a Fundamentals package printed at \$7,000 a year, while another that checked every vendor's pricing page in August 2026 found a quote request on all three. Its AWS Marketplace listing shows two 12-month price dimensions, reported by two third parties at \$7,500 for platform access (up to 100 employees) and \$7,500 for a first framework.

Setup is reported as slower than Vanta's, and the integration library as smaller. One consultancy reports two to three weeks to implement Secureframe against one to two for Vanta, describing the extra time as the cost of more granular control configuration. That timeline comes from a single implementation firm's experience, not a controlled comparison. Reported integration counts run from 150 to 175 or more, against 375 or more for Vanta.

Platform Ratings at a Glance

Platform	G2 Rating	G2 Reviews	Trustpilot	Note
Vanta	4.6 / 5	2,708	No meaningful Trustpilot presence identified	Largest review base of the three
Drata	4.7 / 5	1,386	No meaningful Trustpilot presence identified	User experience is a frequently cited strength
Secureframe	4.7 / 5	829	No meaningful Trustpilot presence identified	Support quality is a frequently cited strength

All three carry strong ratings within 0.1 points of each other, a gap too small to drive a decision. Figures were read on October 3, 2026 and change as reviews are added. The ratings show that all three are well regarded by users. They say little about price, renewal terms, or security posture, which is where the platforms differ.

Pricing (October 2026)

Platform	Published Package Names	AWS Marketplace List Price	Estimated Mid	Estimated Upper	Vendr Median
Vanta	Essentials, Plus, Professional, Enterprise	Essentials \$14,000; Plus \$21,500; Professional \$23,000 (1-20 employees, 12 months)	\$15,000-\$30,000/yr	Up to \$80,000+/yr	~\$20,000/yr (374 purchases)
Drata	Foundation, Advanced, Enterprise (plans page); Startup, Growth, Enterprise (pricing page)	Foundation \$15,000 (1-50 employees, 12 months)	\$15,000-\$25,000/yr	\$25,000-\$100,000+/yr	~\$24,934/yr (236 purchases)
Secureframe	Fundamentals, Complete, Defense	\$7,500 platform (up to 100 employees) plus \$7,500 first framework, as reported from the listing	\$20,000-\$45,000/yr	\$55,000-\$80,000+/yr (Defense)	~\$20,000/yr (16 purchases)

The list-price column comes from the vendors' AWS Marketplace listings for Vanta and Drata, while Secureframe's amounts come from two third-party readings of its listing. These are starting prices for the smallest teams, not what a larger company will pay. The estimated mid and upper columns are third-party estimates, not rate cards, and sources use older package

names for some tiers. Vendr reports average savings of about 30% on Vanta and about 23% on Drata against list, and all three platforms price on headcount and charge per additional framework, so a first quote is a starting point for negotiation.

TCO Comparison: First SOC 2 Type 2 Program, Two Years of Platform Cost

Line Item	Vanta	Drata	Secureframe
Year-1 platform cost (Vendr median)	~\$20,000	~\$25,000	~\$20,000
Year-2 renewal assumption	10%-20% often quoted unless renegotiated (Vendr)	5%-10% typical; 8%-12% if uncapped (Vendr)	5%-15% reported
Year-2 platform cost	\$22,000-\$24,000	\$26,250-\$27,500	\$21,000-\$23,000
Estimated two-year platform total	\$42,000-\$44,000	\$51,250-\$52,500	\$41,000-\$43,000
Independent audit fee (not included)	Separate, paid to a CPA firm; reported from \$2,500 to \$50,000 depending on source, auditor, and scope	Same as Vanta	Same as Vanta

This table is deliberately conservative. The medians come from different purchase samples and are not quotes for matched scope, so a gap of \$5,000 between two medians is not evidence that one platform will quote \$5,000 less for the same company. Vanta's Year-2 figure applies Vendr's 10%-20% renewal range to its median. What the table does establish is the shape of the cost: The platform fee recurs and rises each year, while the audit fee, which no platform includes, is paid on top of it.

Costs the Pricing Table Misses

- **The audit is a separate purchase.** A CPA firm performs it, and none of the three platforms states that it delivers audits itself. Budget the fee separately, and confirm whether any auditor partnership discount applies.
- **Each additional framework adds cost.** All three charge per framework, and in Vendr's Drata data a framework added at renewal costs 10%-25% more than one bundled at signing. List every framework you expect to need in the first 18 months before negotiating.
- **Headcount tier crossings raise renewals.** Several sources tie large renewal increases to crossing an employee-count tier during the contract year. Ask which tier boundaries apply and where your forecast headcount falls.
- **Add-ons can exceed the headline tier.** Vanta's AWS Marketplace listing prices Trust Center at \$6,000, Questionnaire Automation at \$10,000, and Third Party Risk Management at \$13,600 a year for 1-20 employees, on top of the package price. Ask which modules a quote includes and what each costs at your headcount.
- **The platform does not fix your infrastructure.** These tools monitor controls and collect evidence. They do not implement controls, so remediation takes internal engineering time that no pricing page includes.

Complexity Comparison

Dimension	Vanta	Drata	Secureframe
Implementation	Fastest reported setup, one to two weeks per one consultancy; designed for speed to a first report	More configuration up front, in exchange for deeper automation afterward	Two to three weeks per the same consultancy, with more granular control configuration
Admin dependency	Moderate; broad coverage of standard SaaS tools, weaker fit for custom or on-premises environments	Moderate to high; suited to teams with engineering capacity to configure and maintain integrations	Lower; a named compliance manager shares the administrative load
Learning curve	Moderate; at least one reviewer describes a steep learning curve for advanced features	Gentle; reviewers praise user experience and workshop-led onboarding	Gentle; guided onboarding with compliance experts reduces the need to learn the framework alone

The decisive timeline is outside the platforms' control. One consultancy puts a Type 1 report at roughly eight to twelve weeks across all three once integrations are live, and a Type 2 observation window of three to twelve months applies to every buyer regardless of platform. A setup difference of one week between platforms is small beside a window measured in months, so implementation speed should break ties and not drive the choice.

Red Flags

Each finding below is sourced and material enough to influence a purchasing decision.

Vanta	Drata	Secureframe
• A May 2025 product code change exposed a subset of integration data to other Vanta customers, an event Vanta confirmed to TechCrunch. Vanta said it identified the issue on May 26, expected remediation to complete June 4, and affected fewer than 4% of customers, but with more than 10,000 customers listed, TechCrunch reported that hundreds were likely affected. Ask Vanta for its incident postmortem and for the specific data types involved, which the company declined to disclose publicly. • Renewals tend to rise, and no renewal schedule is published. Vendr reports Vanta renewal quotes often include 10%-20% increases unless buyers renegotiate, and buyers report more after headcount or framework growth. Figures up to 100% come from sources selling competing products and are unverified. Negotiate a written cap before signing. • Add-ons are priced separately and can raise a quote well above the package price. Vanta's AWS Marketplace listing prices Trust Center at \$6,000 and Questionnaire Automation at \$10,000 a year for 1-20 employees. Ask for every module and usage cap to be listed in the quote.	• Contracts without negotiated caps may include annual increases of 8%-12%, against 5%-8% when a cap is secured upfront, per Vendr's Drata data. Negotiate the cap in the initial contract, not at renewal, when leverage is lowest. • Adding a framework at renewal commonly costs 10%-25% more than bundling it into the original contract. Bundle every framework you expect to need in the first 18 months, even if you are not ready to activate each one. • Drata's published tier names differ between its plans page and its pricing page, according to one review of its site. Confirm which package a quote refers to and what it includes, since the same name may not mean the same scope across materials.	• The \$20,000 median rests on only 16 purchases, the thinnest evidence base of the three. Do not budget from it. Get a written quote scoped to your headcount and frameworks. • Sources conflict on whether Secureframe's site prints a starting price. One reports \$7,000 a year for Fundamentals, while another found a quote request on every vendor's pricing page in August 2026. Its AWS Marketplace listing shows two 12-month price dimensions. Verify on Secureframe's site and listing before relying on either claim. • Setup is reported as slower than Vanta's, and the integration library as smaller. The two-to-three-week timeline comes from one implementation firm, not a controlled comparison. Confirm the timeline and coverage for your stack in writing.

The Decision Framework

Choose Vanta if:

- Your company is a mainstream cloud-native software business that needs a first SOC 2 report quickly to close an enterprise deal.
- You have reviewed Vanta's May 2025 incident disclosure and received the postmortem details you need.
- You have negotiated a written renewal cap before signing, since Vanta publishes no renewal schedule.
- Your environment runs mostly on standard cloud and SaaS tools, since value is reported to fall when much of it is custom or on-premises.

Choose Drata if:

- Your team is engineering-heavy, or you expect to pursue three or more frameworks within 18 months.
- You can absorb more configuration work at the start in exchange for deeper automation afterward.
- You have negotiated a written cap on annual increases, which Vendr's data shows is commonly achieved at 5%-8%.
- You have bundled every framework you expect to need into the first contract, since adding one at renewal costs 10%-25% more.

Choose Secureframe if:

- You have no internal compliance owner and want a named compliance manager guiding the program.
- You need to prepare for CMMC, which Secureframe packages as its Defense tier.
- You have asked for a written quote rather than relying on the median, since only 16 purchases support it.
- You have confirmed the setup timeline in writing, since one consultancy reports two to three weeks against one to two for Vanta.

Key Decision Factors

Design decides what you are buying. Vanta offers the broadest integrations and the fastest setup. Drata offers deeper automation after more configuration. Secureframe offers a guided, managed model with a smaller integration library. None performs the audit, and the Type 2 observation window of three to twelve months applies to every buyer.

Audience decides which one fits. Vanta suits cloud-native companies racing to close an enterprise deal. Drata suits engineering-heavy teams and multi-framework roadmaps. Secureframe suits companies with no internal compliance owner.

Price depends on the contract more than the brand. At Vendr medians the three sit within about \$5,000 a year, and reported average discounts of about 23% on Drata and 30% on Vanta are larger than that gap. Renewals are the cost most likely to surprise: Vendr reports 10%-20% on Vanta unless renegotiated and 5%-10% on Drata, rising to 8%-12% without a cap. A written cap and every expected framework bundled into the first contract protect the budget best.

The Vanta data exposure is a due-diligence item and not a verdict. It is a vendor-confirmed event from May 2025 that Vanta characterizes as a code change and not an intrusion. It does not show an ongoing weakness, and no comparable disclosure from Drata or Secureframe was found, though that is not a clean bill of health. Ask for the postmortem, the data types involved, and the controls added since.

The bottom line:

- An organization that needs a first SOC 2 report quickly on a standard cloud stack should evaluate Vanta, after reviewing its May 2025 incident disclosure and negotiating a written renewal cap.
- An organization with an engineering-heavy team or a multi-framework roadmap should evaluate Drata, with every expected framework bundled into the first contract and a written cap on annual increases.

- An organization without an internal compliance owner should evaluate Secureframe for its guided model, and should get a written quote rather than relying on a median built from 16 purchases.