Hadovia.

THE HADOVIA DOSSIER · NOVEMBER 2026

Your security questionnaires, filled in. Evidence for every answer.

What we read, how every answer is checked, what you receive, and what it costs. Ten pages, no jargon.

One question. One check. One proof.

The blocker isn't technical. It's commercial.

Your product is ready. So is your customer. Only the proof of your security keeps the signature waiting.

01

> **Before signing, an enterprise buyer sends you several hundred questions about your security. Your most senior engineers spend weeks on them, and your weak spots are found by your customer.**

30%

of data breaches involve a third party, twice as many as a year earlier. So your customers vet their vendors.

Verizon · 2025 Data Breach Investigations Report

$4.9M

average cost of a breach that came through a vendor, the slowest type of incident to resolve: 267 days.

IBM · Cost of a Data Breach Report 2025

40%

of large French companies suffered at least one significant cyberattack in 2025. They are tightening control over their vendors.

CESIN · 2025 barometer with OpinionWay, about 400 CISOs

The same questionnaire, two ways to answer it

	TODAY, BY HAND	WITH HADOVIA
Answers	Copied from an old questionnaire	**Drawn from your real systems**
Evidence	Hunted down one by one	**Attached to every answer**
Who does it	Your most senior engineers	**Hadovia fills in, you review**
Turnaround	Weeks	**Minutes**
Weak spots	Found by your customer	**In an action plan, before you send**

Answering faster isn't enough. You have to be able to prove it.

02 · THE PRINCIPLE

Code decides. AI writes.

No “yes” comes from an AI that guesses. The verdict comes from a real check on your systems. The AI puts it into words.

02

Your systems
Infrastructure, cloud, code, CI/CD. Read-only.

→

The fact
A collector reads and reports what it finds.

→

The verdict
A fixed rule decides. Same input, same verdict.

→

The answer
Written from the verdict, evidence attached.

→

What you receive
Completed questionnaire, trust page, action plan.

TECHNICAL CHECK

The fact

A collector reads your systems in read-only mode and reports what it finds.

```
control   encryption at rest
source    infrastructure as
code
result    4 passing · 0
failing
```

FIXED RULE

The verdict

A fixed rule decides. Same input, same verdict, every time.

```
0 failing      → compliant
≥ 1 failing    → not
compliant
nothing found → to confirm
```

WRITING

The answer

The answer is written from the verdict, with a reference to the evidence.

```
“Yes. All 4 databases are
encrypted at rest.”
evidence  iac-report.json
```

WHAT WE NEVER DO

- Make up an answer. When nothing can be checked, the question is marked “to confirm” and you handle it yourself.
- Dress up a non-compliant item. The answer says so, and the item goes into the action plan.
- Change anything on your side. We read a configuration; we never modify it.

From questionnaire received to file sent

What you do in Hadovia, and what Hadovia does for you. You stay in control at every step.

03

1 IMPORT **Drop in the questionnaire you received**

Excel, Word or PDF: Hadovia reads the file, detects the questions and sorts them by topic. Nothing to copy by hand.

2 CONNECT **Link your systems, read-only**

You grant read access. Hadovia changes nothing, and you revoke access whenever you want.

3 CHECK **Every requirement is checked**

The verdict comes from a real check on your systems. Every result keeps its source.

4 ANSWER **Answer written, evidence attached**

AI writes from the check result, in the questionnaire's language. You review and approve.

5 FIX **Gaps become an action plan**

Nothing is dressed up. Each gap goes into a prioritised plan a Hadovia expert can handle with you.

6 SEND **Export in the original format**

The questionnaire goes back in its own format, evidence attached. Your answers are kept for the next one.

WHAT WE READ

- **Infrastructure**
  The files that describe your servers and databases
- **Cloud**
  Your accounts with your cloud provider
- **Code and CI/CD**
  Your code repositories and pipelines
- **Dependencies and secrets**
  Libraries, images, exposed keys

read-only

Nothing to copy
the file is read as is

Nothing is changed
read-only, revocable

You review, you approve
at every step

What you see in the app

An excerpt from a 284-question questionnaire, as it appears in the app.
Sample data, for illustration.

04

app.hadovia.com/questionnaires/acme-corp — Acme Corp · 284 questions

Security questionnaire — 261 / 284 answered

- ✓ **Databases encrypted at rest?** — iac-report.json
  Yes — 4 databases checked, all encrypted.
- ✓ **Storage buckets private?** — iac-report.json
  Yes — public access blocked on all 7 buckets.
- ✓ **Audit logging enabled?** — audit-log.json
  Yes — logging active in every region.
- ! **Penetration test this year?** — action plan
  To address — goes into the action plan.

QUESTION 47 / 284 · WRITTEN ANSWER

Is data encrypted at rest?

Yes. All stored data is encrypted at rest (AES-256), with keys managed by the cloud provider. Encryption is defined in infrastructure as code and verified on all 4 production databases.

`Evidence: infra/storage.yml · line 14 · checked 4 Nov 2026 · verdict: compliant`

What isn't compliant becomes an action plan

ITEM	PRIORITY	HANDLED BY
No penetration test in 14 months	Priority 1	Hadovia expert
Extend log retention to 12 months	Priority 1	Hadovia expert
Write down the incident procedure	Priority 2	Your team

Three deliverables, ready to send

The technical check is the means. The proof is the deliverable.

05

The completed questionnaire

In its original format, with dated evidence attached to every answer. Questions without evidence are marked “to confirm”, never guessed.

The trust page

A public page that shows your security measures and their evidence. Reusable across customers: it often avoids the next questionnaire altogether.

The action plan

Every non-compliant item, with its cause, priority, effort and the price of the fix. In-house, or handed to our expert.

EXPERT SUPPORT, FOR EVERY NON-COMPLIANT ITEM

1. **Non-compliant item**
   Spotted before it reaches your customer, never hidden.
2. **Action plan**
   Cause, priority, effort and price. A clear quote.
3. **A Hadovia expert fixes it**
   With your team: remediation, penetration test, policies.
4. **New check**
   The answer turns “compliant”, with new, dated evidence.

ACME CORP — TRUST CENTER

app.hadovia.com/trust/acme-corp · continuously verified

- **Data encryption**
  At rest and in transit.
- **Private storage**
  No publicly exposed bucket.
- **Backups**
  Daily, 30-day retention.
- **Penetration test**
  Scheduled.

SOC 2 · ISO 27001 · NIST · GDPR · OWASP · MITRE ATT&CK · CIS

The same evidence serves three times. You only gather it once.

The questionnaire, the trust page and the action plan share one base, re-checked with every new questionnaire.

We look. We never change anything.

The commitments we make on your access and your data.

06

01 **Read-only, strict minimum**

We can read a configuration, never change or delete it. The permissions we ask for are the lowest possible.

02 **Revocable at any time**

You cut access whenever you want, from your own tools. Nothing depends on us to keep running.

03 **Hosted in the European Union**

Your files and evidence stay in Europe. We keep the evidence your answers need, nothing more.

04 **Deletion on request**

You ask for your data to be deleted whenever you want; we reply within one month.

05 **No made-up answer**

The verdict comes from a check and a fixed rule. AI only steps in afterwards, to write.

06 **One contact, in France**

Hadovia is a French company. You talk to the person working on your file.

QUESTIONS WE GET ASKED

How is this different from a scanner?

A scanner produces a list of flaws for your engineering team. Hadovia produces what your customer needs in order to sign: a completed questionnaire, evidence for every answer and a trust page.

What size of company is it for?

Software vendors selling to enterprises without a dedicated security team: far enough along to receive questionnaires, too small to spend three weeks on each.

How far along is the product?

Hadovia is in early access. We are opening the trial to a small number of teams and working with them on their real questionnaires.

Read-only
never any write

European Union
files and evidence

Revocable
at any time, by you

07 · PLANS

Clear pricing. Your first questionnaire free.

Your first questionnaire is filled in for free. You pay afterwards, if Hadovia saved you time.

07

Essential

€290 / month

To answer your first enterprise buyers fast.

- 2 questionnaires per month, up to 300 questions
- Extra questionnaire: €190
- Every answer reviewed by an expert, evidence attached
- All your sources read, documents included
- 1 product · 1 public trust page
- Excel, Word and PDF export

MOST POPULAR

Growth

€590 / month

For teams that receive questionnaires every month.

- Everything in Essential
- 5 questionnaires per month
- Extra questionnaire: €150
- Priority handling
- Up to 3 products, each with its own trust page
- History and automatic re-checks
- Prioritised action plan

Expert

Custom

An expert fixes what needs fixing, with your team.

- Web, API and cloud penetration testing
- SOC 2 · ISO 27001 · GDPR readiness
- Security policies
- Architecture review
- Dedicated contact

Just one questionnaire? €390, one-off.

No subscription: you drop in the questionnaire, an expert fills it in with its evidence, you pay once. Up to 300 questions.

- First questionnaire free
- No commitment, cancel at the end of the month
- Annual: 2 months free
- Prices excl. VAT

NOT SURE WHICH PLAN FITS?

Tell us how many questionnaires you receive and from which customers. We recommend the right plan, with no commitment.

contact@hadovia.com

Your first questionnaire, filled in for free.

Your next questionnaire, filled in with its evidence.

Two ways to continue. Neither commits you.

08

Get started

Your account opens in one click, with Google, Microsoft or your work e-mail. You drop in the questionnaire you received; a Hadovia expert takes it on within one business day, and it comes back filled in, with its evidence.

app.hadovia.com/login

Talk to an expert

A 30-minute video call, on your questionnaire or a close example. No generic pitch: we start from your situation.

hadovia.com/en/demo/ →

AND IN TWO MINUTES

- **The 30-second film**
  hadovia.com/en/demo/
- **The app at work**
  hadovia.com/en/demo/#visite
- **The free check of your domain**
  hadovia.com/en/#diagnostic
- **An example trust page**
  hadovia.com/en/trust/example/

Account in one click
Google, Microsoft or work e-mail

No credit card
nothing to enter

Reply within 24 h
business days

Hadovia.

contact@hadovia.com

Hadovia.

One question. One check. One proof.

Hadovia · The dossier · November 2026 · The screens and data in this dossier are illustrations. This document is neither an audit nor a certification.