trustle

RevenueBase Eliminates Access Risk and Accelerates Onboarding with Trustle

CHALLENGES

Like many fast-growing organizations, RevenueBase's expanding digital footprint introduced new complexity around identity management. Contractors, partners, and employees require access to various cloud systems, including Slack, GitHub, AWS, and Google Workspace, each with distinct policies and permissions, resulting in policy sprawl and associated time constraints that were a growing business concern.

RevenueBase

Provisioning new users took nearly an hour per person, while deprovisioning often lagged behind project timelines. This created three compounding issues:

The RevenueBase team needed a better way to manage access. One that didn't rely on spreadsheets, ticket queues, or tribal knowledge.

1. **Residual Risk:** uncertainty over who still had access to critical systems
2. **Wasted Time:** access request reviews took over an hour to process per ticket, and preparations for annual compliance audits took 60 hours per quarter
3. **License Sprawl:** unused seats inflating unnecessary SaaS costs

THE SOLUTION

RevenueBase turned to Trustle, the cloud identity security platform that automates provisioning, deprovisioning, and entitlement management across multi-cloud environments.

Within hours, Trustle connected to Slack, GitHub, AWS, and Google Workspace, instantly surfacing a complete view of who had access to what. Unused accounts and excessive permissions were identified for immediate cleanup, providing the team with confidence that access aligned with least-privilege principles.

Key Capabilities that Drove Adoption

- **Unified Visibility:** a single dashboard showing every account and entitlement
- **Click-to-Connect Onboarding:** minimal setup with guided workflows and policy templates
- **Automated Offboarding:** permissions are revoked automatically the moment engagements end
- **User-Friendly Design:** intuitive enough for non-specialists, with depth for technical users

With everything consolidated into one interface, onboarding that used to take an hour now takes minutes. Offboarding is fully automated, ensuring no accounts are left active when projects conclude.

RESULTS

From the first day, RevenueBase saw measurable gains in efficiency, cost control, and security posture.

METRIC	RESULT
Operational Efficiency	RevenueBase achieved immediate zero-standing privileges and insight into their digital permissions across all their cloud environments
Licence Waste	Unused seats were identified and removed across systems
Audit Readiness	All user activity is visible and exportable for compliance
Onboarding Time	Reduced by 95%, from an hour to just two minutes

"It's intuitive and straightforward. You don't have to spend time learning a new piece of software. Time to value is two seconds. You see the product [Trustle] once and you get it." *- Mark Feldman, RevenueBase CEO*

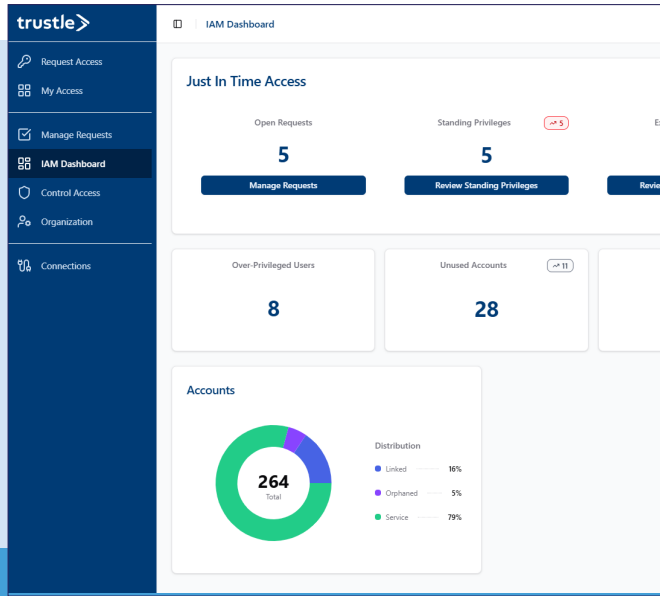
THE FUTURE WITH TRUSTLE

As RevenueBase grows, Trustle continues to scale with business, expanding integrations and deepening automation across the SaaS stack. Upcoming RevenueBase initiatives include:

- **Zero Standing Privileges:** enforcing further just-in-time access that expires automatically
- **Custom AWS Policies:** turning complex permissions into one-click templates
- **Full SaaS Coverage:** bringing every tool under one UI for complete oversight

By partnering with Trustle, RevenueBase transformed identity management from a bottleneck into a competitive advantage, cutting wasted spend, tightening security, and reclaiming valuable time to focus on growth.

Step into the Future of Cybersecurity

Contact Trustle to learn how frictionless JIT access can elevate your company's identity security to meet modern challenges.

hello@trustle.com