



## **Exclugo 2025 Year-in-Review**

Building the Gold Standard for Always-On Compliance Monitoring

## A Letter from our CEO:

As we reflect on 2025, I am incredibly proud of what the Exclugo team has built and even more grateful for the trust our partners and clients have placed in us.

This past year was transformational. We saw meaningful growth across our customer base, strong adoption of our CRA reseller platform, and increasing validation of a belief we have held from the beginning: compliance cannot be static. In a world where risk evolves continuously, monitoring must do the same.

Throughout 2025, we spent countless hours listening to CRAs, enterprise partners, and industry leaders. They shared their frustrations with manual workflows, delayed alerts, and platforms that were never designed for continuous monitoring. Those conversations shaped our roadmap and reinforced our commitment to delivering real-time, always-on compliance solutions that are accurate, scalable, and easy to operationalize.

We invested heavily in product innovation, launching new capabilities like Alias Exclusion Monitoring and expanding our monitoring ecosystem across licenses, sanctions, registries, and vendor risk. At the same time, we strengthened our internal foundation through platform enhancements, deeper integrations, and team expansion, all with the goal of making Exclugo easier to deploy and more valuable to our partners.

None of this progress would have been possible without our clients, partners, and employees. Your feedback, collaboration, and trust continue to push us forward. Our partnership with organizations like Viventium and our growing presence within the PBSA community are strong indicators that the market is ready for a new standard in compliance monitoring.

As we look ahead to 2026, Exclugo is entering its next phase with confidence. The groundwork has been laid, the platform is mature, and our vision is clear. We remain focused on helping our partners move from reactive compliance to proactive intelligence, delivering peace of mind in an increasingly complex risk environment.

Thank you for being part of our journey. We look forward to what comes next.

Sincerely,



**Michael Wenger**  
President and Chief Executive Officer  
Exclugo.ai

### EXCLUGO.AI FEDERAL MONITORING OPTIONS



OIG  
EXCLUSIONS



PROFESSIONAL  
LICENSES



SEX OFFENDERS  
(with identifiers)



OFFICE of  
FOREIGN ASSETS  
CONTROL



NATIONAL  
PROVIDER INDEX



DEATH MASTER  
FILE

## Executive Summary

2025 marked a pivotal year for Exclugo. What began as focused growth around exclusion and license monitoring evolved into broad-market validation of a simple but powerful idea: *Compliance should be continuous, accurate, and effortless.*

Over the past year, Exclugo expanded its platform, strengthened its CRA reseller ecosystem, launched new monitoring products, and validated real-time compliance as the future standard. Most importantly, however, we listened closely to what CRAs and enterprise partners told us they needed, and we built directly toward those needs.

**The result is a platform that transforms historically manual, fragmented compliance processes into a seamless, always-on, revenue-generating solution.**

## 2025 A Year of Momentum and Market Validation

2025 was a phenomenal year for Exclugo, driven by rapid adoption of our CRA reseller product and increasing demand for continuous monitoring solutions.

Across healthcare, screening, and compliance-focused industries, Exclugo clients consistently told us the same thing:

**Legacy monitoring tools were clunky, slow, and operationally painful. Exclugo stepped in to replace those inefficiencies with automation, accuracy, and real-time intelligence.**

## PBSA Mid-Year Conference Arlington, VA April

At the PBSA Mid-Year Conference, Exclugo showcased its platform through live vendor demos and deep conversations with CRA leaders.

**One theme dominated nearly every discussion: continuous monitoring was becoming a requirement, but existing solutions were not built for it.**

Exclugo resonated immediately by offering true 24/7 real-time monitoring, designed to be white-labeled, scalable, and easy to operationalize.

## PBSA End-of-Year Conference Anaheim, CA November

The PBSA End-of-Year Conference marked a powerful close to 2025.

With a full booth presence, Exclugo reconnected with existing clients and met new partners, hearing firsthand how solutions were performing in live environments. Feedback reinforced platform reliability, alert accuracy, and operational confidence.

Yoni Raichlin was recognized with a PBSA award for booking the most meetings at the show.

### **Exclugo Core Differentiator: Always-On Real-Time Compliance**

Exclugo delivers 24/7 real-time exclusion and license monitoring through a fully-customizable

CRA's no longer need to stitch together tools or wait for delayed batch checks. Monitoring becomes proactive, continuous, and trusted.

## Product Innovation in 2025

**Alias Exclusion Monitoring** was launched to monitor all known alias names in real time, significantly increasing accuracy and reducing blind spots.

Additional monitoring expansions included **professional license monitoring, sex offender monitoring, OFAC, National Practitioner Registry, Death Master File, and vendor monitoring.**

## Reintroducing COMPLi

COMPLi was reintroduced as Exclugo's compliance intelligence layer, helping clients contextualize alerts and move from notification to confident action.

## The Power of Real-Time Alerts

Clients consistently emphasized the importance of immediate alerts, reduced lag, and increased confidence in compliance posture. Real-time monitoring is now an expectation, not a bonus.

Internal Growth and Platform Maturity

**Exclugo invested heavily in UI and UX improvements and deeper integrations, including TazWorks. A fully plug-and-play system is scheduled for early 2026.**

## Team Expansion and Organizational Strength

In 2025, Exclugo expanded into a fully built organization with SDRs, sales enablement, revenue operations, and supporting infrastructure for scale.

## Strategic Partnerships

Exclugo's partnership with Viventium enables embedded compliance monitoring directly within payroll systems, a first in the industry.

## Looking Ahead to 2026

2025 focused on foundational growth. Exclugo expects strong acceleration in 2026 through new offerings, expanded trade show presence, and enhanced customer experiences.

**The groundwork is complete. The next phase is scale.**