



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

Building the Gold Standard for Always-On Compliance Monitoring

# Exclugo 2025 Year-in-Review for CRAs

*From Reactive Screening to Always-On Revenue-Generating Compliance*

## A Letter from Our CEO

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

This past year was transformational for Exclugo and for the CRA community we serve. We saw strong growth in our reseller program and increasing validation of a belief we have held from the beginning: compliance cannot be static. For CRAs operating in regulated, high-risk environments, monitoring must be continuous, accurate, and operationally efficient.

Throughout 2025, we spent countless hours listening directly to CRAs. You shared frustrations with manual workflows, delayed alerts, and legacy platforms that were never designed for real-time monitoring or scalable resale. Those conversations shaped our roadmap and reinforced our commitment to building a platform that helps CRAs deliver always-on compliance while unlocking new recurring revenue opportunities.

We invested heavily in product innovation, launching 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 for CRAs to deploy, white-label, and scale.

None of this progress would have been possible without our CRA partners. Your feedback, collaboration, and trust continue to push us forward. Our growing presence within the PBSA community and partnerships such as Viventium reinforce that the CRA market is ready for a new standard in continuous compliance monitoring.

As we look ahead to 2026, Exclugo enters its next phase with confidence. The platform is mature, the foundations are in place, and our focus remains clear: helping CRAs move from reactive screening to proactive compliance intelligence.

Thank you for being part of our journey.

Sincerely,



Michael Wenger  
President and Chief Executive Officer  
Exclugo

## 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 and for the CRA partners we support. What began as focused growth around exclusion and license monitoring evolved into broad market validation of a simple idea: compliance monitoring should be continuous, accurate, and effortless for CRAs to deliver.

Over the past year, Exclugo expanded its platform, strengthened its CRA reseller ecosystem, and launched new monitoring capabilities designed specifically for resale, scalability, and operational efficiency. Most importantly, we built directly toward the needs CRAs expressed: real-time data, seamless workflows, and solutions that generate revenue rather than operational burden.

The result is a platform that transforms historically manual, fragmented compliance processes into a fully white-labeled, always-on monitoring solution.

## 2025 A Year of Momentum and CRA Validation

2025 was a year of strong momentum driven by rapid adoption of Exclugo's CRA reseller platform and growing demand for continuous monitoring.

Across healthcare, screening, and compliance-focused markets, CRAs consistently told us that legacy monitoring tools were slow, manual, and difficult to operationalize. Exclugo replaced those inefficiencies with automation, accuracy, and real-time intelligence designed for CRA business models.

## PBSA Mid-Year Conference Arlington, VA April

At the PBSA Mid-Year Conference, Exclugo conducted live platform demonstrations and engaged in in-depth discussions with CRA leaders.

One theme dominated nearly every conversation: continuous monitoring was becoming a client expectation, but existing platforms were not built to support it efficiently or profitably. Exclugo resonated by offering true 24/7 real-time monitoring that is white-labeled, scalable, and easy for CRAs to integrate into existing workflows.

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

The PBSA End-of-Year Conference provided strong year-end validation of Exclugo's value to CRAs.

With a full booth presence, Exclugo reconnected with existing partners and met new CRAs, hearing firsthand how the platform was performing in production environments. Feedback reinforced reliability, alert accuracy, and operational simplicity. Yoni Raichlin was recognized with a PBSA award for booking the most meetings at the show, reflecting strong and growing interest from the CRA community.

## Exclugo Core Differentiator Always-On Real-Time Compliance for CRAs

Exclugo delivers 24/7 real-time exclusion and license monitoring through a fully customizable, white-labeled platform designed specifically for CRAs.

The platform eliminates delayed batch checks and manual follow-ups, allowing CRAs to offer proactive, continuous monitoring services that improve client retention while creating new recurring revenue streams.

## **Product Innovation in 2025**

In 2025, Exclugo launched Alias Exclusion Monitoring, enabling real-time monitoring across all known name variations and significantly improving accuracy.

The monitoring ecosystem was expanded to include professional license monitoring, sex offender monitoring, OFAC, National Practitioner Registry, Death Master File, and vendor monitoring, allowing CRAs to consolidate compliance services into a single platform.

## **Reintroducing COMPLi**

COMPLi was reintroduced as Exclugo's compliance intelligence layer, designed to help CRAs contextualize alerts and provide clients with clearer, more actionable compliance insights.

## **The Power of Real-Time Alerts**

CRAs consistently emphasized the value of immediate alerts, reduced lag, and increased confidence in compliance delivery. Real-time monitoring has become an expectation, and Exclugo enables CRAs to meet that expectation with confidence.

## **Internal Growth and Platform Maturity**

Exclugo invested heavily in UI and UX improvements and deeper integrations, including enhanced compatibility with platforms such as TazWorks. A fully plug-and-play deployment model is scheduled for early 2026 to further reduce manual steps for CRAs.

## **Team Expansion and Organizational Strength**

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

## **Strategic Partnerships**

Exclugo's partnership with Viventium enables CRAs to offer embedded compliance monitoring directly within payroll environments, creating new distribution opportunities and strengthening client stickiness.

## **Looking Ahead to 2026**

2025 was a foundational year. In 2026, Exclugo expects accelerated growth driven by expanded offerings, increased PBSA engagement, and enhanced CRA partner experiences.