

upGrowth Digital

# Saudi SaaS Compliance

PDPL, SAMA & NCA Guide 2026

# Why Compliance Blocks Deals

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- Saudi buyers remain accountable even when your vendor environment processes
- Non-compliance = procurement rejection, not regulatory fine
- Pursuing KSA without compliance = 12 months burn chasing deals that never close

# Compliance Stack

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**1** PDPL (all personal data)

**2** Article 29 (cross-border)

**3** SAMA (banking)

**4** NCA (critical sectors)

# Saudi Cloud Reality (2026)

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**USD 1.7B**

GDP contribution 2030

**3,200**

Cloud registrations 2026

**33% YoY**

Growth rate

**Q4 2026**

Microsoft KSA region live

# 10-Point Checklist

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- Data map, lawful basis, privacy notice (Arabic + English)
- Subject rights workflow, cross-border analysis, vendor DPAs
- Security controls, breach playbook, localization architecture, audit evidence

# Your 90-Day Start

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- Week 1-3: Data mapping + lawful basis assessment
- Week 4-6: Privacy notice + DSAR workflow + vendor inventory
- Week 7-9: Security controls audit + gap remediation
- Week 10-13: Readiness scorecard + counsel review