



## Client Success Stories (Cont'd)

The highlights below relate to a situation where we took over the compliance effort in '06 from a large service provider who had the reins for '04 & '05 (client failed to meet SOX requirement for both of those years).

### Software (Market Cap: >\$200 mil)

- Software and services for talent and knowledge management
- External Auditors: BDO
- Lots of growing pains: historically has had material acquisition annually
- Multiple locations in scope: US, UK and India
- Several Material Weaknesses in both '04 & '05
- We were engaged beginning with the '06 Assessment Reduced cost of assessment by 50% since '04 base year
- '06 –'08 Results:
  - No Material Weaknesses
  - Few year-end deficiencies
  - Met or beat all budgeted cost milestones
  - Reduced internal cost ~70% from '04 base year
  - Reduced day-to-day SOX burden for management
- **Keys to SOX Success:**
  - Organized and consolidated multiple SOX service providers
  - Trained process owners
  - Provided management timely feedback to make adjustments
- Providing on-going SOX solution reporting to the Audit Committee

“Organized and consolidated  
**multiple** SOX service providers...”

“Reduced internal cost **~70%** from '04 base year...”