

## Client Success Stories

The following encapsulates our success at a client where we've been involved since year one. They've never had a material weakness and we've helped lower their compliance cost dramatically as their internal control framework as matured.

### Telecommunications Equipment (Market Cap: >\$700 mil)

- Hardware/Software for video delivery in Cable, Satellite, Broadcast and Telco
- External Auditors: PwC
- Multiple locations in scope: US, UK, Switzerland and Israel
- Three acquisitions since '04: targets in UK, Hong Kong and Israel
- **Our involvement:** Initial '04 Implementation through present Results:
  - Reduced cost of assessment by 50% since '04 base year
  - Reduced external auditor (PwC) cost by:
    - Ensuring maximum reliance on internal test work
    - Taking on more of external auditors work re: IT, walk-throughs & physical inventory counts
  - SOX compliance is fully integrated within the daily requirements
  - No material weaknesses; exception rates of <1% achieved in '06, '07 & '08
- Provide on-going full-outsourced SOX solution reporting to Audit Committee



**“Reduced cost of assessment  
by 50% since '04 base year...”**