



Differentiators

There are some important differences between The Resultants, Inc. and others that offer Internal Audit/SOX Solutions.

1. **Low Overhead** - We offer high quality at ultra-competitive rates because we manage our overhead, so you don't have to pay for it. We utilize office sharing and the virtual office concept to avoid expensive long-term office leases that don't provide value to our clients.
2. **Pay for only what you actually use** - We don't blend our rates, rather we apply the appropriate level of person to each part of your project so to reduce rates. For example, if you don't have a CPA/MBA performing your payroll, then you don't need one testing it either.
3. **We meet Cost Targets** - We believe you need all the compliance help you need and not a bit more. That's why we offer real planning where we quickly, but effectively develop a budget with you upfront based on a real assessment of the risks. This way if you end up needing less service the cost go down, but if you need more you'll know exactly why. We haven't missed an agreed upon target with management in 6 years.
4. **We disclose mark-ups** – We want you to see what you're paying for. Most firms hire junior people and mark them up 3 times to cover their enormous overhead burden, so that you're paying \$105/hr for someone that is being paid \$35/hr! Our mark-ups range from 1.5 to 1.7 depending on the benefit package selected by our employee. We believe this kind of disclosure is key to building our client's trust that we're providing them as much value as possible for their money.
5. **No cost surprises** – We bill each person by the hour every two weeks and report to you how things are progressing against our agreed upon plan monthly or as often as you prefer.
6. **We help you build sustainable compliance** - SOX compliance isn't a one-time project, so we don't approach it that way. We train your process owners and give them the tools and guidance needed to give you a flexible, efficient compliance solution that is predictable both for cost and results.
7. **Contract Simplicity** - We believe clear communication and providing excellent service protect our interest and better serve our customers than lengthy contracts. We're flexible of course, and can add whatever reasonable provisions you might require, but our standard contract is a simple services agreement that is written almost entirely for the protection our customers. Simple payment terms: Net 10 and No cancellation or staff reassignment fees. We've operated 8 years under this model and have not had even one contract or service related dispute.
8. **Fewer Year End Issues** - Business is dynamic and we embrace that fact in our approach. This is why our testing approach is designed to give clients the best opportunity to find and fix issues as early as possible, so we can keep the year end list of deficiencies as short as possible. And we don't just point out the issues, we help you develop real remediation plans to correct problems.