



**Say hello**  
**to the future**



## Who we are

We're a team of chartered accountants, CPAs, talent specialists and product developers, that are building the future workforce of the audit industry.

## What we do

By leveraging Makosi auditor communities around the world, and over 2,500 yearly inbound applications, Makosi is able to deploy audit team across the world, either on-site or virtually. Makosi also delivers innovative digital audit and RPA solutions to audit firms.

## Why we do it

Makosi believes that audit leaders should be provided with the strategy and tools to thrive in the audit industry, a work environment that is cyclical, where 60% of yearly revenue is typically generated during 3 months of the year. By accessing up to 15% of their workforce on a variable, on-demand basis with Makosi, audit leaders can drive profitability and pursue key strategic agendas in their businesses.



OPERATING SINCE  
**2005**



**1000+**  
APPLICANTS PER YEAR



**100%**  
REFERENCEABLE CLIENTS



**98%**  
CLIENT UTILIZATION



**500,000+**

HOURS DELIVERED

# Clients who trust us to redefine their workforce strategy.

We're privileged to work with audit leaders at firms across the United States, United Kingdom and Australia. Our unwavering commitment to provide tailored audit workforce solutions holds true for high growth, start-up audit firms as well as multinational audit firms.



“ By combining powerful technology with a deep culture based on **accountability, positivity, innovation and commitment**, we have been able to drive meaningful change within the audit space.”

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**Paul Emery** - CXO

# Let's start here

Clearing the path for flexible talent may sound complicated or intimidating because it represents a change to what may be long-ingrained habits.

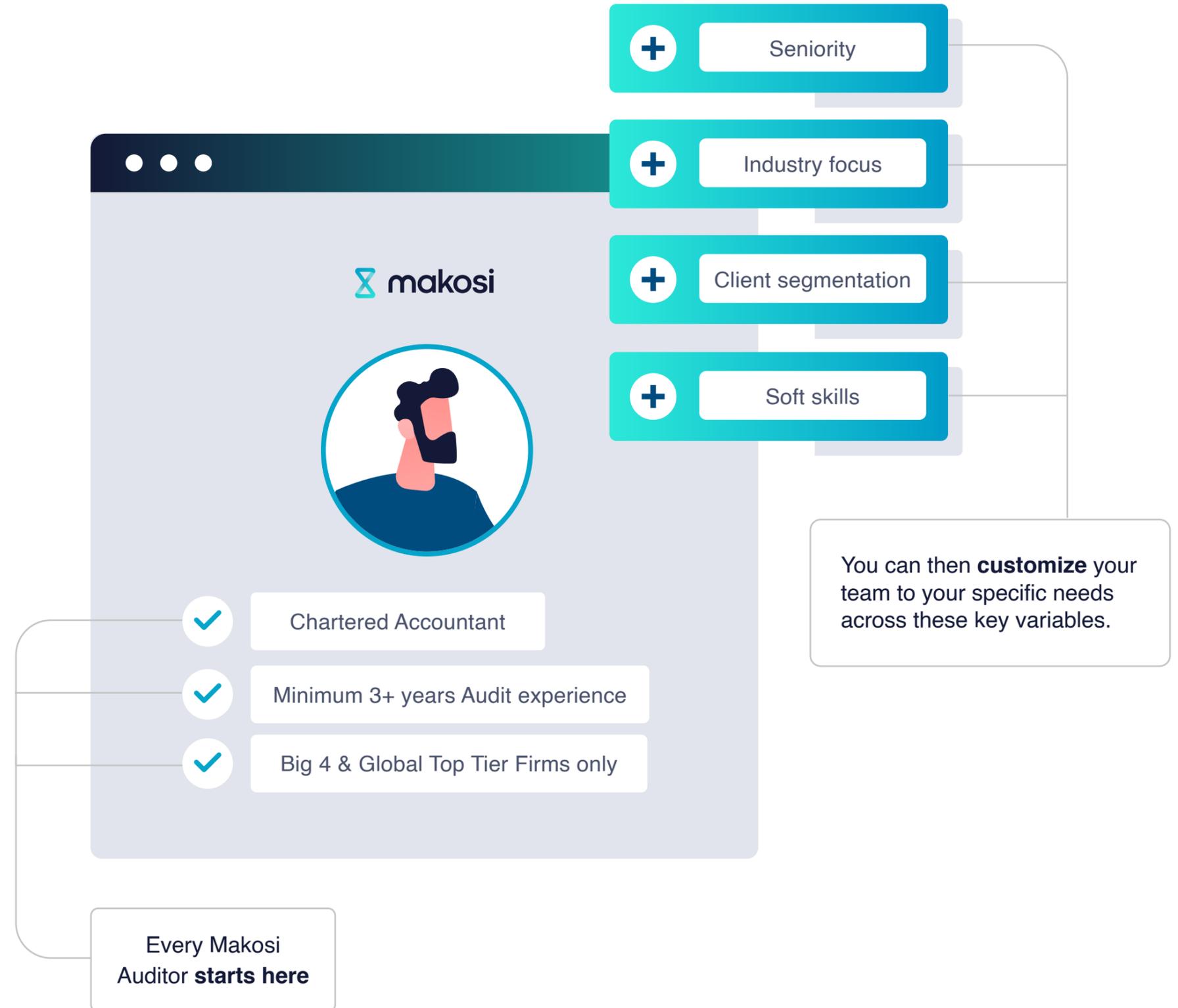
**Getting started is simpler than it seems.** You don't need a month-long consulting engagement or an expensive technology implementation.

You can begin walking down the third path with the next resourcing decision you need to make. It starts with simply identifying where you are right now.



QUALITY IS EVERYTHING

Whether you are deploying virtually or on-site, we make sure we deliver the highest quality auditor as it relates to your firm.





# The industries we cover

- Financial services  
Technology  
Real estate  
Healthcare
- Energy & natural resources  
Hedge funds & VC's  
General & commercial
- Employee benefits  
Life sciences  
Start ups  
Non-profit

Don't see what you're looking for? Feel free to ask.

# The power of flexibility

By utilizing a flexible workforce you are able to flatten your utilization curve, which **increases your profitability and decreases your costs.**

If you are interested in knowing where you stand compared to the national average, please reach out for your free analysis.

## Step 1

### Know your current cost

Uncover the true cost of your current full time workforce.

**\$157,500**

This is the average 'all-in' number of an Audit Senior. After factoring salary, benefits, training, cost of a bad hire & recruitment costs.

**\$90**

Another way to look at this number is 'Per Billable Hour'. Based on the national average of 1750hrs per year.

## Step 2

### Unlock your potential

Using flexible talent during your busiest periods, you are able to unlock huge benefits.

**1900hrs**

Clients that have 15% of the workforce as flexible, see a productivity increase, unlocking on average, 150 billable hours per auditor.

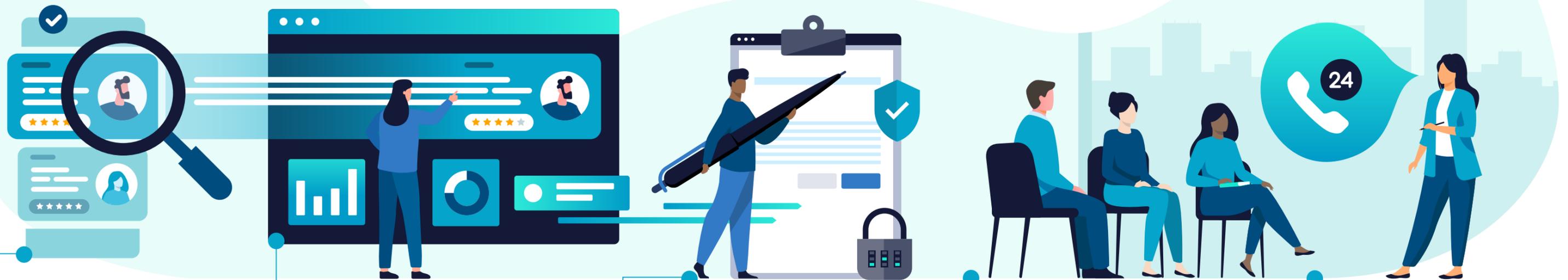
**10%**

By leveraging talent only when you need them, you are able to decrease cost per FTE\* by 10%.

\*full-time employee

# How to deploy your first team

Our data shows that it takes an audit firm up to 90 days to find, hire and start a full-time Audit Senior, **with Makosi you can do it in 48 hours.**



## 01

### Select & screen your team

Imagine a world where recruiting Auditors is no longer a problem. What could you do with all that extra time?

With over 1000 auditors at your fingertips you can build that perfect team mix. Blending seniority, industry, client focus and soft skill.

## 02

### Load your Reserve Bench™

Harness the true power of an on-demand workforce and effortlessly scale up and down as needed.

Via your Luna portal you can easily see where everything stands, making keeping track of hours, cost and performance easier than before.

## 03

### On-board

Completed digitally, we get the right paperwork and technology setup to make sure you have all the right protections in place and are ready to go!

With everything in one place, it makes staying on top of all your needs simple and quick. Including scaling up or down your on-demand team.

## 04

### Customize & Kick off

Introduce your team to your brand new Engagement Manager and customize their setup specifically to your needs, creating the perfect fit.

Knowing someone is monitoring the teams and aligned with your priorities is another powerful tool for our combined success.

## 05

### 24/7 Coaching & support

We are there every step of the way to make sure you are getting the value you deserve.

We collect and deliver seamless feedback from your team leaders ensuring peace of mind every step of the way.

# What this means for you

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Getting started is simpler than it seems. You don't need a month long consulting engagement or an expensive technology implementation. You can begin walking down the flexible path with the next resourcing decision you need to make.

 **48**

HOURS TO DEPLOY A TEAM

 **15%**

POTENTIAL NET INCOME INCREASE

 **1000+**

AUDITORS TO CHOOSE FROM

# Support at every point

Imagine a world where the work is ready to be reviewed on time, every time and your audit managers are never bogged down in low value issues.

## SETUP IN HOURS NOT WEEKS

From onboarding through to setting up your teams technology, your dedicated **Client Success Team** takes care of everything and we leverage nearly two decades of experience to make sure you are covered every step of the way.

## ON PROJECT SUPPORT

Every team comes with an **Engagement Manager**, tailored specifically to your needs to ensure success. They can take care of first level review, technical and logistical issues, ongoing training and cultural adaptation. All of our Engagement Managers are trained coaches and audit supervisors from the Big 4. **All of this comes at no additional cost.**



# Intelligent security

Client and in-house data are the lifeblood of your organization and having the right controls in place is imperative when working with virtual teams. The first step is to align with your in-house privacy and information security policies, from there we guarantee to adhere to the following:

- ✓ SO 27001
- ✓ POPI Compliant
- ✓ CPP Compliant
- ✓ GDPR Compliant
- ✓ Accredited Hardware Suppliers
- ✓ Confidentiality Agreements
- ✓ Privacy Impact Assessments
- ✓ Single Client Hardware

# #futureofaudit

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