

The ROI of Modernizing **Advisory Services**

Innovative firms have implemented modern Advisory Services platforms to eliminate engagement inefficiencies, enabling them to optimize billable resources, which boosts margins and revenue.



Reported efficiency gains from technology

\$985k - \$2.1M

Potential impact of modern technologies on a typical firm

Common Engagement Inefficiencies



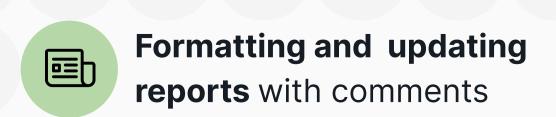
Emailing clients to track down incomplete requests



Requesting the same documents for similar engagements



Downloading, uploading, and managing document versions



Five Ways Technology Drives Firm Growth



Engagement Margin



Increased Margin at a Typical firm Focusing on efficiency with modern technologies can help firms improve engagement margins. Each percent increase in a team's efficiency has a direct correlation to engagement margins.

More Revenue



Increased number of Engagements

Reducing non-value added hours from engagements means that team members now have more time to pursue and work on new engagements.

New Types of Work

^20%

Increased revenue from additional types of engagements

If a firm manages different types of engagements within a single platform, clients can see other work that the firm offers.

Lower Client Churn



client retention

Modern technologies can reduce client churn through a more engaging and collaborative experience.

Staff Retention



Increased staff retention

Without the help of modern technologies, tedious engagement work can make team members want to leave the firm, which is estimated to cost 50 - 200% of their salary.*

* Per Bureau of Labor Statistics