

Trigger

Professional Services

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Who is Trigger?

Trigger is a South African based, global outsourcing partner with next generation infrastructure that delivers exceptional quality on every engagement.

Trigger focuses on two service delivery pillars:

1. Extraordinary human talent
2. Key performance enhancing technology



Why Trigger?

Trigger Professional Services is a comprehensive talent solution provider for public accounting and specialized consulting firms. Trigger enables clients of all sizes to break through growth ceilings by sourcing top professionals to seamlessly augment client delivery teams, while simultaneously benefiting from **attractive labor arbitrage**. Our professionals are **dedicated** to one client for the duration of the contract, which greatly enhances **quality and consistency**. Trigger's capability supplements and enables companies to:

- increase profitability
- enhance capacity
- improve delivery and client services

This will allow clients to extend their delivery capability through strategic resourcing in a cost-effective manner and help complement their workforce with **highly talented, dedicated, English-speaking South African professionals**.

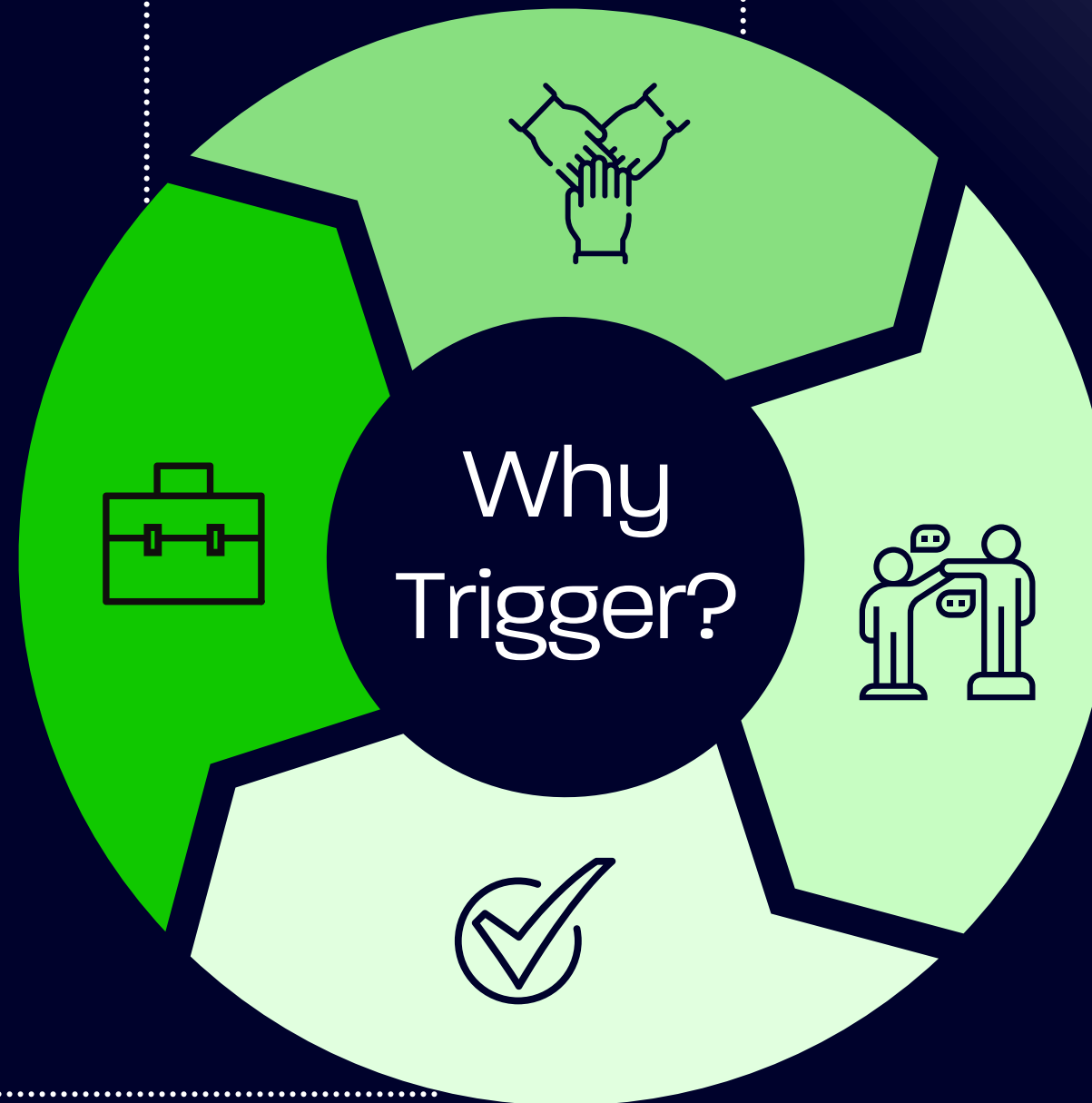


Commitment

- Various levels of involvement
- Regular management engagement
- Fast resolution to issues
- Ongoing advice and interactions

Quality

- Top talent pool
- Highly experienced (min 3 years)
- Solution-driven
- Protecting client's brand
- Dedicated management involvement
- First level review of work products in South Africa



Teamwork

- World class talent on demand
- Dedicated team
- Understanding client's needs
- Matching skills with requirements

Monitoring

- Quick team deployment
- Streamlined IT, legal and HR divisions
- Quality training with effective execution
- Ongoing monitoring and evaluation



Why South Africa?

➤ Cutting Edge Infrastructure

South Africa excels in both its technological and physical framework, making it a business haven. Known for its extensive domestic transportation networks, high-capacity SEACOM fiber-optic telecommunications, and state-of-the-art 5G connectivity, it paves the way for seamless offshoring and streamlined operations.

➤ Language Proficiency

The linguistic diversity in South Africa is vast, yet English remains the primary medium in business and governance, ensuring smooth and efficient communication in professional environments.

➤ Optimal Time Zone Synergy:

South Africa's time zone difference with the US offers unique advantages. With a daily overlap of 4-5 hours, US businesses can expect improved efficiency and quality via real-time interaction and collaborative work.

➤ Socio-economic Stability & Cost-Effective Labor

South Africa's significant socio-political reforms and robust business ecosystem make it a reliable outsourcing location. An added benefit is its lower operational costs and attractive labor rates, which can substantially enhance business profitability.



South African People:

South Africans are well known around the world for their tenacity to achieve unbelievable things in the face of adversity. They are also hailed as some of the most resilient, warm, charismatic, and pragmatic humans on earth.

- Neutral Accents
- Cultural Alignment
- Advanced Infrastructure
- World-Class Connectivity
- Ideal Time Zone
- Large Talent Pool
- Cost-Effective Rates
- Impact Sourcing Driven



Alleviating Barriers

01

Trigger Professional Services alleviates all barriers to entry by providing a **turnkey** resourcing solution.

02

Clients are **not required to make any long-term investments** or take responsibility for administration activities around operations.

03

Clients benefit from having talented professionals who are **dedicated exclusively** to their firm and thus, should be viewed as an extension of the client's workforce.



Risk Matters

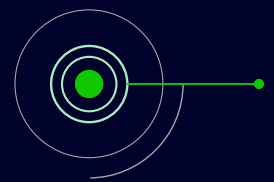
Simple and Secure Technology

- ISO 27001 control framework can be customized for client specific situations
- Data resides in client's home country, operating in a VDI environment
- Limited ability to print or download data
- Email access only through corporate email with restricted Internet access as needed
- Data loss prevention and encryption to keep all content safe
- Physical and biometric security controls

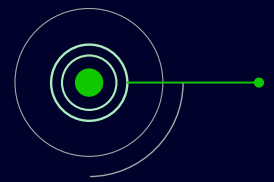
Work Collaboratively | Work Confidently | Work from Anywhere



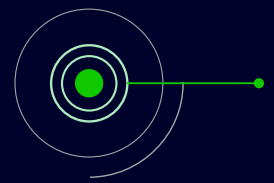
Services



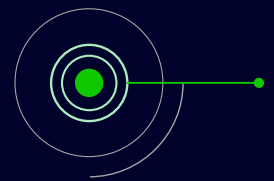
Audit



Valuation



Client Advisory Services (CAS)



Forensics (FVLS)





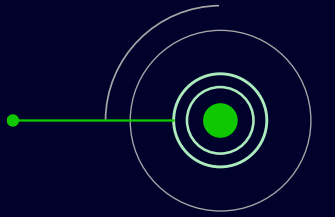
Audit

- **Comprehensive Audit Solutions:** Trigger's audit service provides tailored solutions to meet your unique requirements.
- **Qualified Team:** We have on-demand teams of Chartered Accountants with diverse industry experience.
- **Quality Assurance:** Our audit reviewers ensure top-notch quality in work papers and deliverables.
- **Scalability:** 'Audit Pods' allow for flexible scaling of teams based on demand.
- **Specialized Teams:** We host dedicated audit teams for:
 - Employee Benefit Plan (EBP) audits
 - Housing and Urban Development (HUD) audits
 - Non-Profit Organization (NPO) audits
 - For Profit audits
- **Expert Knowledge:** Our professionals are adept at navigating the complexities of these diverse audits.

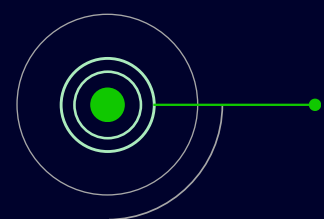




Valuations

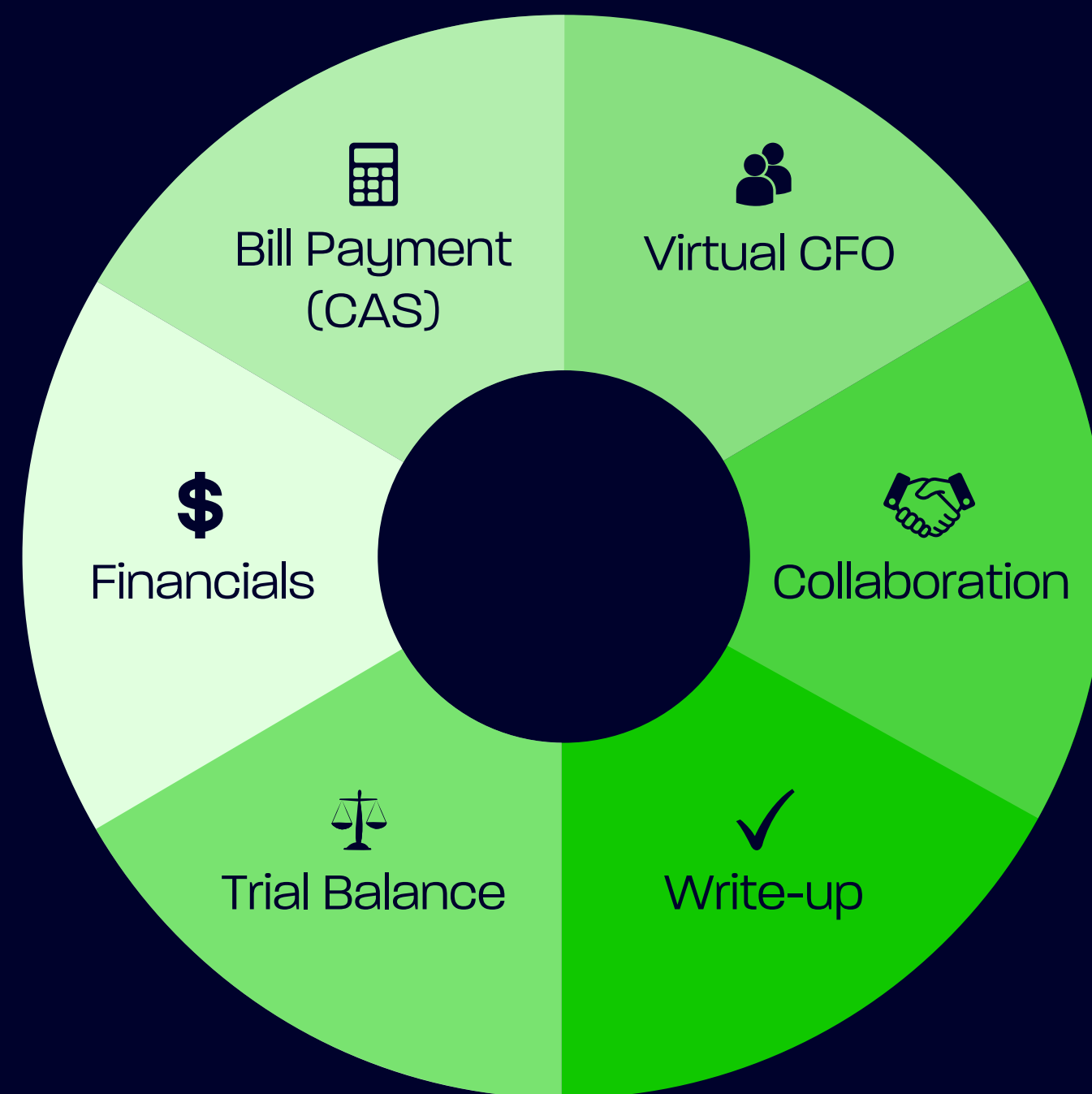


- **On-Demand Valuation Capabilities:** With a broad range of valuation skills, we help discern the true value of your business, assets, and investments.
- **Financial Valuations:** Comprehensive valuations to meet financial reporting needs, including fair value measurements.
- **Impairment Testing:** Services to determine the recoverable amount of assets for impairment testing.
- **M&A Valuations:** Detailed valuations of businesses, assets, and liabilities for M&A transactions, aiding in deal negotiation, synergy identification, and investment opportunity assessment.
- **Purchase Price and Intangible Asset Valuations:** Services to assess the value of all assets of a target, including intellectual property like patents, trademarks, copyrights, and trade secrets.
- **Going Concern and Goodwill Reviews:** Review of cash flow forecasts for going concern assumption testing and assessment of Goodwill, which includes Brand Names, Customer Relationships, IT, and Contractual Assets.
- **Portfolio Valuations:** Evaluation services for investment portfolios, including private equity, venture capital, hedge funds, and alternative investments.
- **Customized Valuation Solutions:** Tailored services to suit your unique business needs, timelines, and budgets.

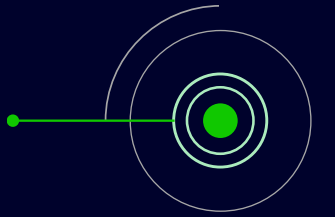


Client Advisory Services (CAS)

- **Outsourced CAS Benefits:** By opting for Trigger's outsourced services, you can save time, reduce costs, and gain peace of mind, allowing you to focus on business growth.
- **Outsourced CFO to Bookkeeping Teams:** Our professional accountants, skilled in bookkeeping and accounting, are available year-round for all your accounting needs. They can offer support with regular tasks as well as complex transactions and disclosures.
- **Medicare Cost Reporting:** We provide solutions to enhance your cost reporting process, optimizing financial management. This ensures accuracy and timeliness in cost reporting, leading to improved efficiency.



Forensics (FVLS)



- **Forensic Audit Services:** Expert forensic audit services to uncover financial irregularities and detect fraud.
- **Fraud & Misconduct Analysis:** Identification and analysis of potential fraud and misconduct.
- **Asset Recovery:** Services to detect and recover misappropriated assets.
- **Digital Forensics:** Gathering and analysis of electronic evidence.
- **Risk Assessment:** Fraud risk assessments to mitigate potential threats.
- **Confidential Investigations:** Discrete handling of whistle blower and financial statement fraud investigations.
- **Data & Document Management:** Data mining, analysis, trial exhibit creation, and document management.
- **Accounting Reconstruction:** Reconstruction and reconciliation of financial statements/accounting systems.
- **Reporting:** Comprehensive reports outlining findings and recommendations.
- **Litigation Support Valuations:** Expert valuation services for various litigation cases.

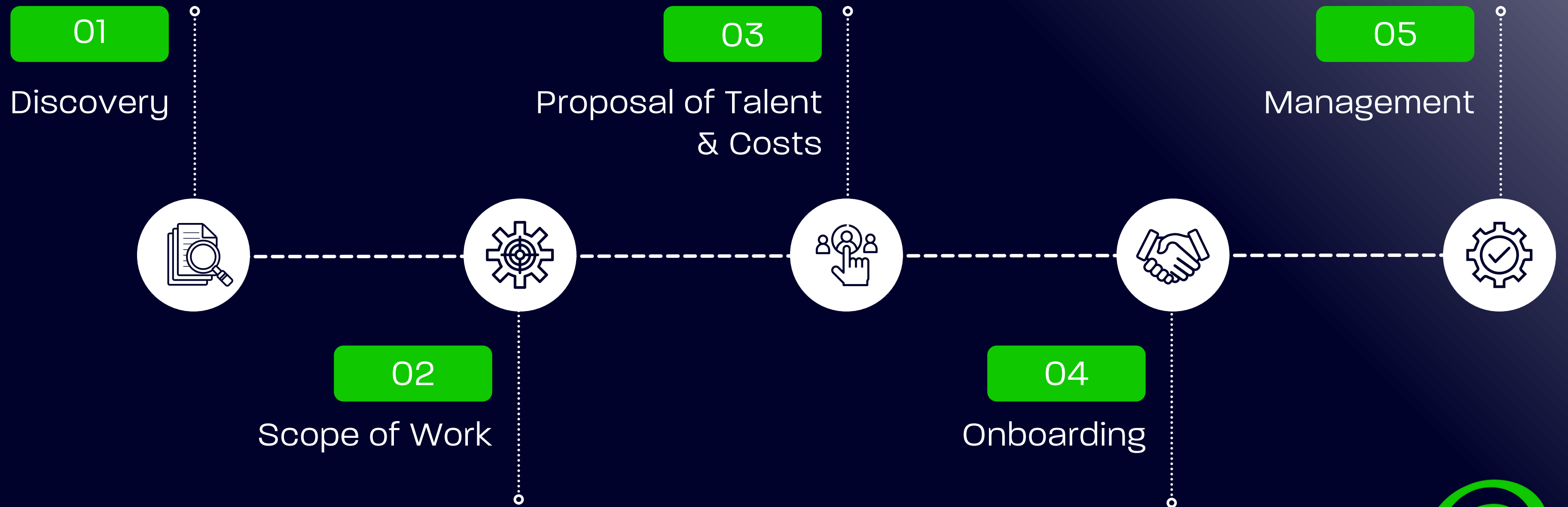
What is the true cost of an Empty chair?

Recruitment Fees	\$\$
Benefits	\$\$
Turnover	\$\$
Risk of separation	\$\$
Erosion/corrosion of your remaining resources	\$\$
Your time	\$\$
Unrealized revenue & opportunity cost	\$\$

[Read our article](#)



Build a Team



Showcasing Our Commitment: How We Consistently **Exceed** Client Expectations



Case Study: Fast-Paced Solutions for Firm X

In a dynamic industry where time directly correlates with financial success, Trigger is acutely aware that any downtime can significantly impact the bottom line. Here's a showcase of how we successfully addressed a recent challenge for a new client.

Client Background: An Eastern US Top 200 CPA Firm with a \$35MM revenue was seeking to expand their Auditing & Accounting (A&A) team, with a pressing need for manager-level oversight.

The Challenge: The client's timeline was critical; the new team needed to be onboarded and prepared for pre-busy season training in just two weeks.

Our Approach: The process entailed an initial general meeting followed by an A&A meeting, contract negotiation and pricing, selection and interviewing of candidates, onboarding at Trigger and at the client's end, and promptly getting everyone to work.

The Result: Trigger rapidly provided a tailored solution, placing the right talent within the client's timeline. From the first meeting to having Trigger's talent engaged in the client's busy season prep sessions, we delivered results in just 10 DAYS.



Case Study: Tailored Solutions for Firm Y

At Trigger, we recognize that every firm has unique needs that cannot be met by a one-size-fits-all approach. We endeavor to deliver solutions that are meticulously tailored to suit our clients' specific needs, budgets, and preferences.

Client Background: Firm Y, a Midwest US Top 400 CPA firm with \$25MM revenue, was looking to expand their team but had concerns about scalability and cost-effectiveness during the busy season.

The Challenge: Firm Y initially believed they needed three Senior Auditors. However, concerns about accommodating increased workload during peak times and the associated cost implications were substantial.

Our Approach: Through an in-depth discovery process with the firm's Auditing & Accounting leadership, we understood that their requirement was essentially for a minimum of 600 hours/month (200 hours/person for three full-time roles). They were wary of the possibility of having to onboard and train new personnel during the busy season and the associated costs.

The Result: Trigger proposed a custom solution: a POD consisting of six professionals (2 Seniors & 4 Staff). This multilevel, cohesive audit team provided increased capacity and adaptability for variable workloads, all under senior-level supervision and at no additional cost than initially planned. This custom approach effectively addressed Firm Y's unique concerns about capacity, scalability, and cost.



Case Study: Innovative Solutions for Firm Z

At Trigger, we specialize in addressing unique challenges with innovative solutions. This case study highlights how we successfully navigated a specific issue in the healthcare cost reporting sector.

Client Background: Firm Z is a national US consulting firm with a \$300MM revenue. They provide cost reporting compliance services for their healthcare clients, a repetitive and high-volume task with narrow profit margins.

The Challenge: The nature of cost reporting is seasonal, but the expertise needed has to be maintained year-round, escalating personnel costs. Firm Z was seeking a solution to manage these costs effectively while preserving the quality of work.

The Solution: Trigger developed a hybrid solution comprising talented accountants and custom automation software. This solution not only met but exceeded client expectations from both a cost and productivity perspective. As a result, the client received a high-quality work product with a substantial profit margin and also achieved a reduction in overhead costs. In just three months, Trigger delivered nearly 1000 cost reports, demonstrating efficiency and productivity.



Case Study: Cutting-Edge Solutions for Firm A

Trigger prides itself on providing innovative solutions to complex problems. In this case, we were able to help our client revolutionize asset verification, specifically for livestock.

Client Background: Firm A, the world's largest cattle ranch, is required to verify its livestock assets, amounting to over 100,000 cattle, for various financial service providers.

The Challenge: Traditional methods of verification involve an in-person headcount or sampling, causing stress for the cattle and subsequently, weight loss - a significant issue when the product is sold by the kilo. Additionally, this process incurs substantial labor costs for the client.

The Solution: Trigger developed a unique machine learning-based solution. We designed a custom program that employs a consumer-level drone to identify and count cattle from the air while live-streaming the data back to the ranch. This innovative approach ensures the cattle remain unstressed and maintains their weight, thereby preserving the product's value. This solution also eliminates labor costs for the client and provides reliable data for auditors, lenders, and insurers.





Are you ready to pull the Trigger
and boost your business?

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