

The Challenge

Given an ever increasing reliance on SaaS & cloud-based products and greater frequency of cyber attacks, customers are requiring their vendors to prove they are secure by providing third-party audits of their systems and controls through certifications such as SOC 2.

Many small and medium sized organizations struggle with being audited for the first time and finding preparing for an audit can be a daunting time-consuming challenge full of unknowns such as:

- What does passing an audit look like? If I fail, what does it mean for my company?
- What is the scope of the audit?
- How do I know what evidence to provide and what is considered "good enough"?
- How do I select an auditor I can work with who knows technology & security and will deliver a high quality yet pragmatic audit?
- What is a fair price to pay?
- How do I turn a successful certification into a benefit for my business?

Overview of an Audit

Our audit programs are designed to be practical and focus on three main steps:



1. Confirm the scope of systems & infrastructure that are meaningful for your certification & verify the controls & associated policies you have described are "good enough" to meet the intent of each in-scope trust criteria.
2. Agree to a time period and examine relevant evidence to support ongoing operations of each control.
3. Align on audit results & provide a report that can be shared with your key stakeholders.

Using Technology to Simplify the Process

Technology is at the heart of every audit we execute. Working with independent controls assurance solutions enables us to:

- Automate the population of audit procedures, working papers & audit reports using the in-scope controls you already have in place.
- Use secure cloud-based functionality to readily collaborate on evidence gathering, in many cases leveraging the evidence you're already collecting through performance of the controls.
- Share real-time visibility into the progression of the audit and resolve issues as they arise, rather than waiting until the end of the audit.

All of this allows us to provide a pragmatic experience tailored for small and mid sized companies that increases the likelihood of passing a first time audit and is more affordable than working with larger audit firms. For a small private company, pricing for a SOC2 audit starts at \$10,000 with an additional discount available if Type 1 and Type 2 are contracted at the same time.



Working with MHM Professional Corporation

MHM Professional Corporation is an independent CPA firm led by Mark Mandel, an ex-Big 4 Partner with over 20 years of Assurance & Consulting experience. Mark brings deep expertise in Audit, Digital Trust & Data Analytics and has a wealth of experience with IT security standards (such as SOC2 & PCI) and IT controls supporting financial audits and SOX404 certifications.

Throughout his career, Mark has successfully helped clients deliver complex technology enablement projects focused on IT risk, business transformation, & operational excellence for organizations in USA, Canada, Caribbean, Australia and South Africa. Prior to leaving his Big 4 partner role, Mark was a senior member of a global team implementing a strategy to improve audit quality and efficiency by embedding automation and data analytics into all audit engagements.

MHM brings a practical approach to delivering on IT audits. By focusing on the key principles of scoping & risk mitigation and leveraging technology to its fullest, MHM is able to provide small & medium sized private companies with an **affordable, efficient approach to SOC2 audit and compliance** by bringing Big 4 expertise without the expense.

Working with Mark is a rare opportunity to come across, he is dedicated, results oriented and extremely innovative in finding solutions to problems.

Chioma Ufodike, IT Risk Client

It was fantastic working with Mark. He easily facilitates understanding between the business and IT teams, particularly when it comes to using data & technology to help achieve project objectives and minimize risks.

Kelly Jackson, IT Compliance Client