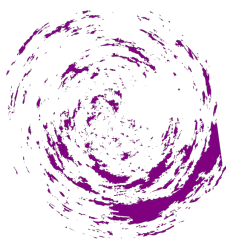


# An Introduction to Syllabi Global LLC



**SYLLABI GLOBAL**

CONTRACTS & COMPLIANCE MANAGEMENT

## Contracts & Compliance Professionals

- Virtual organization utilizing secure software and technology
- Management services for commercial and government clients
- A-rating from the Better Business Bureau
- Woman Owned Small Business, Economically Disadvantaged Woman Owned Small Business pursuing certification as a Minority Business Enterprise.
- Syllabi Global has three operational divisions to maximize opportunities in both the public and private sectors:
  - Commercial
  - Government
  - Small Business/Non-Profit
- Multi-located consultants position our company for agility and resilience
- Automated business process flows allow a consistent high-quality experience



## Mission Statement:

Syllabi Global endeavors to innovate and expand the contract and compliance management landscape through exceptional service, superior decisiveness, agile leadership, and enhanced ethical standards.

## Services



Contract Reviews	Contract Drafting	Contract Process Management
Compliance Management	Supplier Negotiations	<b>Subcontract Management:</b> Subcontract Drafting Supplier Management Competitive Sourcing Price/Cost Analysis Government Programs Market Research Price Reasonableness & Justification Commerciality Determinations

## Industry Overview



- Small and medium sized companies have minimal budgets that are impacted by using their budgets toward law firms for contract services or their risk is increased by owner interpretation and management of legal instruments and documents.
- Non-profit organizations also manage limited funding for contract services and primarily rely on pro bono services from legal experts or donations when available.
- Large companies and enterprises typically have internal integrated contract and subcontract management departments to support their associated contract positions. However, these areas within the integrated supply chain are negatively and immediately impacted by economic turn-down.
- Lastly, government agencies must solely rely on large prime contractors for subcontract management as large suppliers typically provide this service for their irrespective sub-tier vendors versus holistically across the entire project.

### Industry Statistics

- The [International Association for Contract and Commercial Management](#) (IACCM) calculated that poor contract management practices are **costing businesses an average of 9% of revenues each year**.
- A [KPMG survey](#) of outsourcing suppliers found that without close contract governance, **businesses stand to lose up to 40% of a contract's value**.
- According to procurement consultancy, [The Faculty](#), **less than 50% of negotiated savings are typically realized over the life of a contract**.

<https://www.gatekeeperhq.com/blog/the-benefits-of-contract-management-in-numbers>

## Structure



### How We Do It

- Online and email service request process
- Customized and tailored portal options
- Portal access defined to meet client compliance requirements for multiple users
- Email/FTP transmissions eliminated
- Asset exchanges (uploads/downloads) are secured end-to-end
- Automated invoice and payment process

### Our Impact:

**Cost** – our costing model is significantly reduced from traditional hourly legal rates. Our overhead is greatly lessened as an online company and these savings are passed down to our clients.

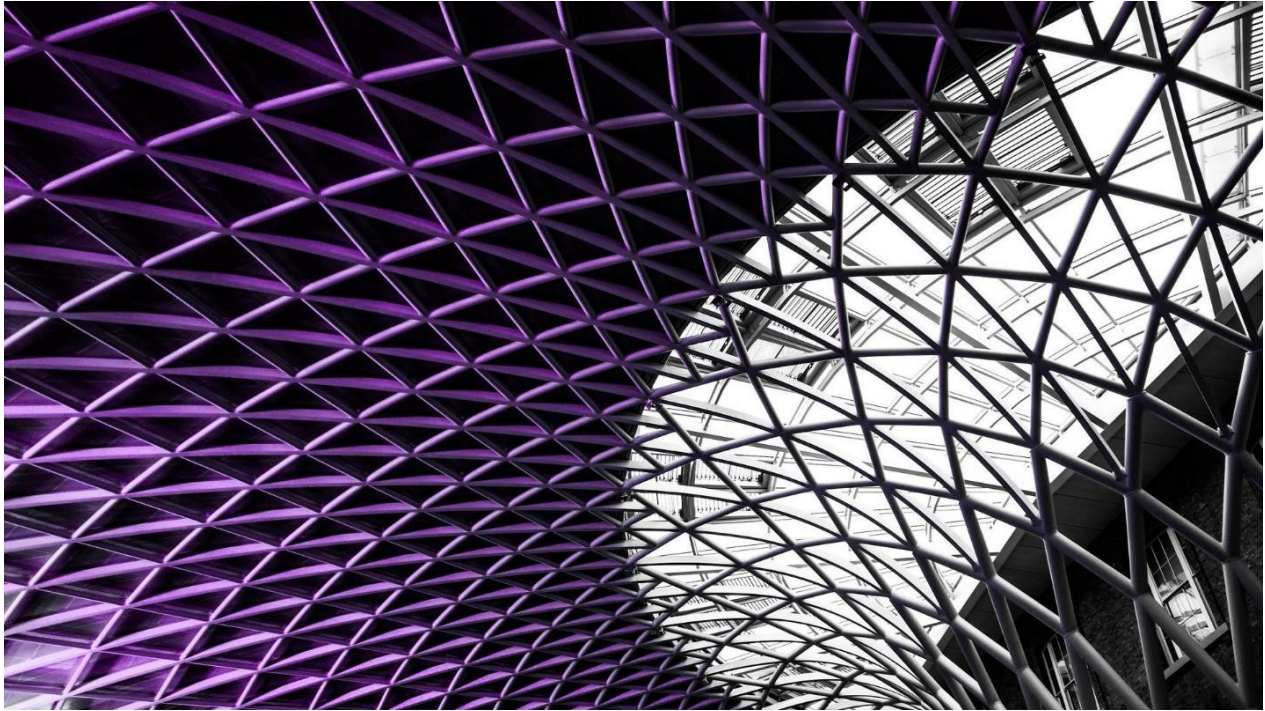
**Turnaround time** – as a virtual company with the proper software and safeguards in place, we minimize traditional response times compared to those of larger organizations.

**Professionalism** – our staff are certified commercial or federal contract managers, attorneys with a career background in business law, or tenured contract professionals vetted for the experience required to provide assurance to our clients.

**Staffing** - Our staff are located nationally in multiple time-zones providing us with more opportunity for client engagement.

**Expertise** – Our sole focus is contract and compliance management, which allows us to stabilize our client's foundation for positive relationships with customers and vendors.

## Pricing



The company has completed a thorough analysis of its services pricing structure comparative to the traditional legal market. Keeping in mind our minimal overhead expenses and cost of customer acquisition, we have decided on the following pricing strategy:

- Non-profit rates
- Service plan options
- Custom pricing

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