

# Royalty Audits

## Reveal Under-Reporting of Royalties and License Fees

Creating a successful licensing compliance program requires a self-sustaining effort that leverages multiple compliance tools and onsite audits to maximize ROI. From gaps caused by outdated or manual processes to disconnects between product teams and the individuals responsible for reporting to intentional under reporting, 85% of licensees have errors in their royalty reports.

## Expert Audit Support, Tailored to Your Needs

Connor is re-imagining licensing compliance with a globally distributed team of consultants with deep Big 4 and industry experience paired with local expertise in region. Our technology-first approach driven by your specific needs is powered by our dedicated team of passionate, compliance experts.

# 85%

Licensees that have errors in their royalty reporting



### Global Presence

Globally distributed team with authentic regional experience



### Technology First Approach

Best-of-breed technology & analytics with dedicated



### Compliance Focused

100% focused on compliance with teams organized by industry



### Cost Efficient

Local teams with lower OPEXrience



### Consistent Support

Significantly lowerturnover compared to other firms



### Expert Team

Large compliance teams with deep expertise and dedicated leadership oversight

## Proven and Measurable Results

Connor has a proven track record of helping clients build a self-sustaining license compliance program. These programs drive unmatched ROI to clients while maintaining positive relationships between clients and their licensees using clear, consistent and accurate communications throughout the audit process.

**\$1B**

Connor Consulting recovered over \$1B in unpaid and under reported revenues

**5-24%**

Resulting in 5-24% in total revenue from compliance services

**10x**

Clients have seen ROI of 10x (or 1000%) on every dollar spent with Connor Consulting

**91%**

As a result 91% of our clients come from referrals, and 15% of our clients were previously audited by us.

## Get Started with Unparalleled Expertise and Service

Getting started with Connor is extremely simple. To highlight our unparalleled expertise and service, we provide efficient proof-of-concepts that are not resource intensive.

**Contact us today!**



**Risk Assessment of Channel Environment**



**Propose Budget & Audit Approach**



**Audit Execution Audit**



**Identity Audit Targets & Provide Business Case**



**Co-develop and Audit Approaches**



**Audit Review & Next Steps**