	IAD Solutions, Inc. # Company Profile

Ranked #1 in *Internal Auditor* magazine

For each of the last two years, the Audit Leverage tool was ranked #1 in "overall satisfaction" in the workpapers category of *Internal Auditor* magazine's annual survey of audit software users.

Client Base

The number of internal audit departments using the Audit Leverage software has increased from 4 in 1999 to over 200 today, representing over 2,000 individual auditors in over 20 countries and various industries, including banking, insurance, manufacturing, health care, government, and many others.

History

Our company's founder has external audit experience with Deloitte and internal audit experience with an international Fortune-500 manufacturer. It was there that he developed the tool that eventually became Audit Leverage.

Company Goals

- We are working to establish a global network of distributors that will help us grow our non-U.S. sales to equal 50% of revenue. To this end, we have also begun work to translate our product into other languages. Spanish and French will be done first, followed by Portuguese, Italian, and others.

- We will work with other software experts in the Sarbanes-Oxley market in order to provide a single, integrated solution for internal audit management, risk management, and compliance.

Market outlook

- Internal audit department automation has become a topic of great interest in the profession.

- Audit Leverage provides a rare benefit: one-stop shopping for all of an internal audit department's software needs: workpapers, reporting, project management, planning, scheduling, timekeeping, budgeting, risk assessment, and human resource tracking.

- Unlike several competing products which require the use of LotusNotes, our product is based entirely on Microsoft technology (Access or SQL Server, with a migration to the .NET platform).

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Why we have done well

- We are sharply focused on customer satisfaction and top-notch support. Our programmers are the ones who field all support requests, so that there is almost never a need to say "I'll have to get back to you on that."

- Our product was created not by a programmer but by an internal auditor. Professional programmers were then hired in order to incorporate best practices into the software's design.

- The company has no plans to expand into other product lines, for two reasons:
    - We want to continue to do one thing and do it extremely well.
    - Because the audit software market is in its infancy and is still largely untapped, there is little temptation to venture outside of our core competency in order to remain profitable.

- Our friendly work environment has attracted hard-working employees who excel in their fields.

- We are highly committed to integrity, and to the principle of treating others (customers, employees, partners, and competitors) only as we ourselves would want to be treated.

- We have chosen not to serve organizations whose existence violates our beliefs.

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