

AUDIT ANALYTICS®

NINETEEN-YEAR REVIEW OF

AUDIT & NON-AUDIT FEE TRENDS

January 2022

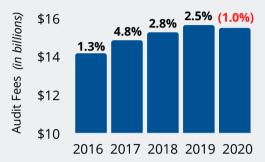
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AUDIT ANALYTICS

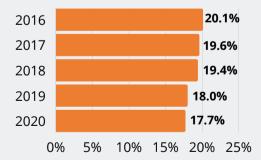
EXECUTIVE SUMMARY

1) Audit fees fell for the first time in a decade during 2020



Audit fees fell despite the number of public companies increasing in 2020. Several factors, including pricing pressure due to uncertainty related to the pandemic, increased use of technology, and a lack of physical travel expenses contributed to the decrease.

3) Non-audit fees fell to a record low of total proportionate fees paid to the external audit firm



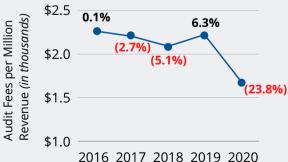
The proportion of non-audit fees to total fees has continued to decline, reaching a low of just 17.7% in 2020. Much of the decline can be attributed to foreign companies, which fell to just 14.8% in 2020.

2) Average audit fees fell for the first time in a decade during 2020



Average audit fees also fell in 2020. Average fees were impacted by a wave of special purpose acquisition companies disclosing fees for the first time. SPACs pay relatively low fees due to their absence of operations.

4) Audit fees per million dollars of revenue were lower for Accelerated filers



2016 2017 2018 2019 2020

The change in the definition of accelerated filer reclassified hundreds of low revenue accelerated filers as non-accelerated filers. This caused a significant decrease in audit fees per million dollars of revenue due to the removal of lower revenue companies.

INTRODUCTION

Analyzing fees paid to external auditors provides insights into audit risk and auditor independence.

Audit fees are an indicator of audit complexity and risk. Higher risk audits require more auditor resources (hours, personnel, specialists, etc.) to reduce audit risk to an acceptable level. Analyzing fees by industry, company size, and location can provide insight into the level of risk and auditor effort various sectors of publicly listed companies entail.

This type of analysis is particularly relevant when comparing companies that require an external auditor assessment on internal controls over financial reporting. These assessments provide significant insight into an entity's risk and can require extra auditor effort. In "Abnormal Audit Fee and Audit Quality," researchers found that "audit quality declines as actual audit fees depart from "normal fee" levels." When analyzing year-over-year changes in audit fees, significant deviations from the norm can be identified and analyzed with overall market events, such as new regulations, enforcement actions, and filer status changes that affect the audit risk level and auditor effort.





The independence of the auditor, in both fact and appearance, is foundational to the credibility of the financial statements.³

Paul Munter SEC Acting Chief Accountant



Non-audit fees can also provide relevant information to financial statement users. Auditor independence is a primary focus of regulators, and as Anita Bandy, associate director in the division of enforcement at the SEC, stated, "[a]uditors play a fundamental role in protecting the reliability and integrity of financial reporting and must ensure that non-audit services do not come at the cost of their independence on audits of public companies."² Worldwide, much discussion has centered around the effect that significant non-audit services have on an external auditors' level of independence. In response, the US and many European countries have enacted regulations to restrict the type of non-audit services allowed, and in many cases, the amount auditors can be paid for allowable non-audit services.

In this report, we seek to shed insight on audit and non-audit fee trends in the US market and explore the underlying drivers of these changes to promote a deeper understanding of the financial market as a whole.

¹ https://meridian.allenpress.com/ajpt/article/31/3/1/54552/Abnormal-Audit-Fee-and-Audit-Quality?searchresult=1

² https://www.sec.gov/news/press-release/2019-184

³ https://www.sec.gov/news/statement/munter-audit-2021-10-26

AUDIT ANALYTICS

BACKGROUND: AUDIT AND NON-AUDIT FEE TRENDS

Over the past 18 years, significant activity in the regulatory markets, both in the US and internationally, has affected audit fee and non-audit fee trends.

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Throughout the 2000s, different aspects of the Sarbanes-Oxley Act of 2002 (SOX) went into effect. The initial ban on certain types of non-audit services had immediate implications for both audit and non-audit fees. Audit firms were no longer allowed to perform the following non-audit services⁴:

- Bookkeeping or other services related to the accounting records or financial statements of the audit client;
- · Financial information system design and implementation;
- Appraisal or valuation services, fairness opinions, or contributions-in-kind reports;
- Actuarial services;
- Internal audit outsourcing services;
- Management functions or human resources;
- Broker or dealer, investment adviser, or investment banking services;
- · Legal services;
- Expert services unrelated to the audit.

Requirements to maintain and assess internal controls came into effect shortly after. All companies would need management to review the effectiveness of internal controls. Companies meeting the definition of accelerated or large accelerated filers would also have to obtain an auditor attestation on the effectiveness of internal controls.

In 2012, the Jumpstart Our Businesses Startups Act (JOBS Act) was signed into law, and the "emerging growth company" category of filers was created.⁵ The new designation allowed companies to issue less extensive annual reports, and it exempted them from obtaining an auditor's attestation of internal controls.

A succession of new accounting standards became effective over the past three years. In 2018, ASC 606 *Revenue from Contracts with Customers* went into effect. In 2019, ASC 842 *Leases* went into effect. And most recently, in 2020, ASC 326 *Financial Instruments - Credit Losses* went into effect. However, the standard was delayed due to the pandemic and was further delayed for smaller companies. Each of these regulations required companies to implement changes to existing accounting and financial reporting procedures.

With these changes, auditors must update prior year audit testing, as well as implement new procedures to determine if the companies' new policies adequately meet the standards. Often, these changes take time to implement. Increases in audit complexity result in additional effort on the part of the external auditors. In response, during these periods of adjustment, auditors may need to increase audit fees.

Most recently, the SEC amended the definition of an accelerated filer during 2020.⁶ Companies with revenues less than \$100 million and public float of between \$75 million and less than \$250 million no longer qualify as an accelerated filer. This exempts hundreds of companies from the auditor attestation on the effectiveness of internal controls.

⁴ https://www.sec.gov/news/press/2003-9.htm

⁵ https://www.sec.gov/smallbusiness/goingpublic/EGC

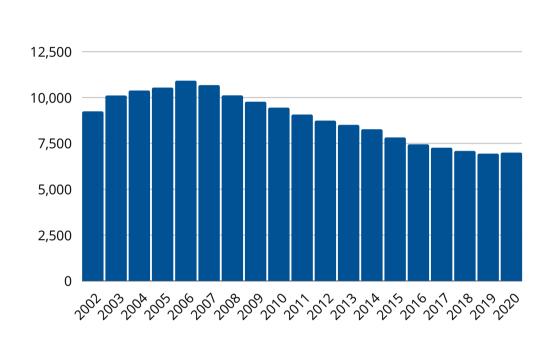
 $^{^{6}\} https://www.sec.gov/corpfin/secg-accelerated-filer-and-large-accelerated-filer-definitions$

TRENDS IN AUDIT AND NON-AUDIT FEES

Overview

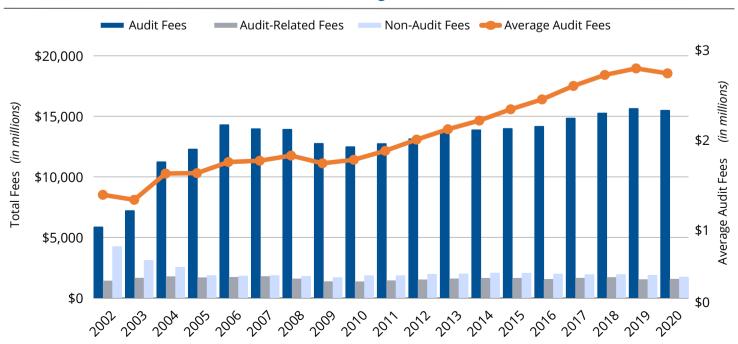
Report Population

Population is based on audit fee disclosures made by public companies relating to their fiscal year end.





Total and Average Audit Fees



AUDIT ANALYTICS PAGE 6

Audit fees grew, and non-audit fees shrank rapidly following the enactment of the Sarbanes-Oxley Act of 2002 (SOX). SOX made several impactful changes. These changes included a requirement to have internal controls assessed by management and assured by the independent audit firm and added limitations on the types of services that can be performed by a company's independent audit firm.

Both audit fees and average audit fees fell for the first time in more than a decade for the 2020 fiscal year. Several factors impacted audit fees in 2020. The pandemic resulted in most audit work being conducted virtually. The lack of a physical presence while conducting an audit reduced travel expenses such as flights and hotel stays. Additionally, an influx of special acquisition purpose companies (SPACs), which pay relatively low audit fees due to their lack of operations, also drove down average fees by increasing the number of public companies. These SPACs had a negligible impact on total fees.

	Audit Fees	Audit-Related Fees	Non-Audit Fees	Average Audit Fees
	(in millions)	(in millions)	(in millions)	(in thousands)
2002	\$5,853	\$1,419	\$4,237	\$1,248
2003	\$7,202	\$1,658	\$3,118	\$1,188
2004	\$11,231	\$1,778	\$2,552	\$1,502
2005	\$12,283	\$1,693	\$1,875	\$1,507
2006	\$14,293	\$1,727	\$1,837	\$1,639
2007	\$13,961	\$1,793	\$1,873	\$1,655
2008	\$13,919	\$1,595	\$1,802	\$1,716
2009	\$12,751	\$1,371	\$1,707	\$1,624
2010	\$12,477	\$1,360	\$1,863	\$1,666
2011	\$12,736	\$1,446	\$1,863	\$1,773
2012	\$13,133	\$1,520	\$1,974	\$1,907
2013	\$13,621	\$1,600	\$2,009	\$2,031
2014	\$13,871	\$1,646	\$2,074	\$2,134
2015	\$13,982	\$1,649	\$2,065	\$2,269
2016	\$14,160	\$1,559	\$1,997	\$2,387
2017	\$14,841	\$1,657	\$1,950	\$2,548
2018	\$15,257	\$1,713	\$1,952	\$2,679
2019	\$15,635	\$1,539	\$1,892	\$2,757
2020	\$15,486	\$1,573	\$1,750	\$2,698

And a change in filer status definition reclassified hundreds of companies from accelerated filers to non-accelerated filers. Non-accelerated filers are not required to have their internal controls audited. The lack of this audit work drove fees down further.

A decline in total audit fees is unlikely to continue. Some amount of audit work will return to in-person engagement. Physical counts of inventory and the existence of property, plant, and equipment are two examples of work that will likely return to in-person engagement. But other areas - such as observing the operation of internal controls - also have benefits to in-person engagement.

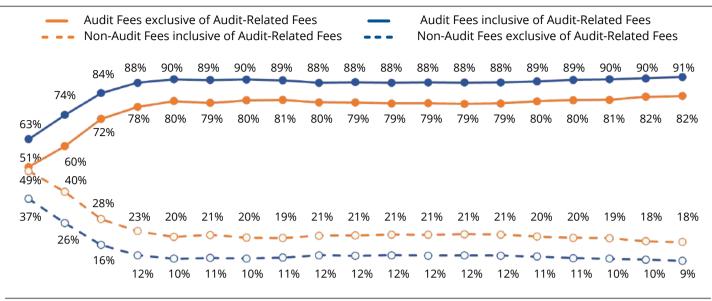
Macro factors like inflation and talent competition will also impact fees going forward. The "great resignation" has impacted most employers. But before this recent talent crunch, the audit profession was already seeing a talent deficit. A 2019 study by the AICPA found the number of CPA candidates that passed their fourth section of the CPA Exam has declined over the past decade.⁷ The talent competition is likely to increase the cost of an audit.

Inclusive		Exclusive
Audit	Audit Services	Audit
Audit	Audit-Related Services	
Non-Audit	Tax-Related Services	Non-Audit
Non-Addit	Other Fees	

This report reviews fees paid to the independent audit firms of SEC registrants. When discussing audit fees and non-audit fees, services are grouped in two ways: inclusive and exclusive. The category 'audit fees inclusive' includes both audit services and audit-related services. The category 'audit fees exclusive' only includes audit services. When unidentified, audit fees are exclusive of audit-related fees.

 $^{^7\,}https://us.aicpa.org/interestareas/accountinged ucation/news and publications/aicpa-trends-report$

Percentage of Audit Fees to Non-Audit Fees

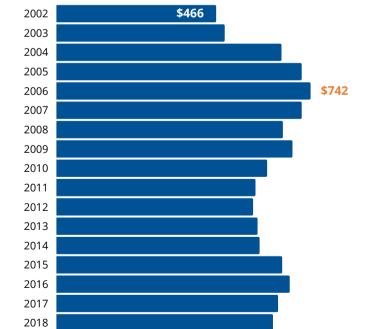


2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

Non-audit services have declined – as a percentage of total fees – from approximately 37% in fiscal year 2002 to a low of 9% in fiscal year 2020. The decline is due to a global focus on restricting certain non-audit services to safeguard auditor independence. Interestingly, with these changes, audit-related services have remained relatively consistent through this period, hovering around 10%.

\$674

\$750



\$500

2019

2020

\$0

\$250

Year Audit Fees per Million (\$) of Revenue

The steepest increase in audit fees to revenue occurred after the 2003 implementation of SOX 404 requirements. The SOX 404 requirement refers to section 404 of SOX, which requires companies to obtain an auditor attestation of internal controls. The additional work required by SOX 404 resulted in audit fees per million dollars of revenue increasing by 34% between 2003 and 2004.

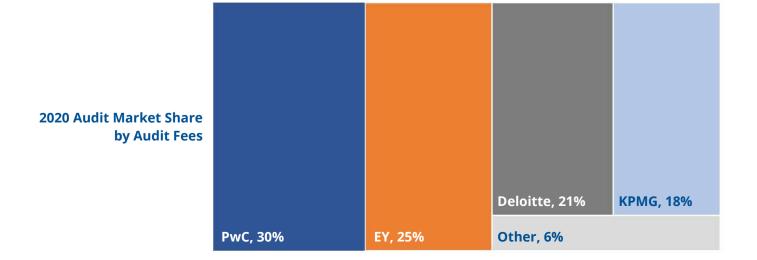
Audit fees per million dollars of revenue fell following the financial crisis of the late 2000s. Though fees never fell to the levels seen before the implementation of SOX.

A notable 7% increase was seen in audit fees per million dollars of revenue between 2019 and 2020. This was largely due to 26% and 12% declines in revenue for mining (including oil and gas) and manufacturing companies, respectively.

Auditor Ranking by Audit Fees (in millions)

Rank	Audit Firm		2016	4		2017	\$		2018	\$	2019	\$	2020
1.	PricewaterhouseCoopers	\$4	,247.8	-	\$4	,459.1	-	\$4	4,558.4	- \$	4,660.7	- \$4	1,640.7
2.	Ernst & Young	\$3	,645.7	-	\$3	3,770.6	-	\$3	3,724.5	- \$	3,782.8	- \$3	3,870.5
3.	Deloitte	\$2	,787.6	-	\$2	2,871.4	-	\$3	3,093.0	- \$	3,104.5	- \$3	3,172.8
4.	KPMG	\$2	,579.2	-	\$2	2,800.0	-	\$2	2,887.2	- \$	3,060.9	- \$2	2,805.7
5.	Grant Thornton	\$	249.6	-	\$	264.0	-	\$	272.3	- \$	256.1	- \$	259.8
6.	BDO	\$	207.4	-	\$	214.0	-	\$	204.6	- \$	217.1	- \$	173.0
7.	RSM	\$	67.1	-	\$	70.9	-	\$	76.1	- \$	77.5	- \$	72.3
8.	Marcum	\$	28.4	-	\$	32.2	-	\$	47.7	- \$	58.8	^ \$	61.8
9.	Crowe	\$	40.2	-	\$	45.0	-	\$	51.9	- \$	60.0	~ \$	61.3
10.	Moss Adams	\$	25.2	-	\$	29.2	-	\$	36.8	- \$	37.5	- \$	37.2
11.	Baker Tilly	\$	9.2	~	\$	9.6	ゑ	\$	12.9	- \$	14.0	\$ \$	17.8
12.	Withum	\$	2.8	×	\$	2.9	^	\$	4.5	∨ \$	5.0	♦ \$	17.6
13.	Freidman	\$	6.9	\Rightarrow	\$	9.8	-	\$	11.0	^ \$	13.3	^ \$	15.7
14.	BKD	\$	12.0	-	\$	12.4	-	\$	13.2	- \$	14.8	> \$	14.5
15.	DHG	\$	10.6	-	\$	10.7	×	\$	10.3	× \$	10.0	 ♦	12.3
16.	EisnerAmper	\$	15.7	-	\$	20.3	-	\$	20.5	- \$	18.1	> \$	10.8
17.	Plante & Moran	\$	3.3	~	\$	3.7	♦	\$	8.4	☆ \$	10.2	^ \$	10.7
18.	BF Borgers	\$	1.8	\Rightarrow	\$	3.1	~	\$	4.4	^ \$	5.7	 \$\$	10.1
19.	MHM	\$	10.2	-	\$	9.9	-	\$	11.3	∨ \$	11.0	> \$	9.5
20.	CohnReznick	\$	8.5	~	\$	8.6	-	\$	10.1	> \$	8.0	> \$	8.0
21.	MaloneBailey	\$	6.8	-	\$	7.2	~	\$	8.3	∨ \$	7.9	> \$	7.4
22.	BPM	\$	5.0	-	\$	6.8	~	\$	8.3	∨ \$	7.6	> \$	7.4
23.	MNP	\$	1.3	-	\$	1.9	-	\$	3.3	- \$	3.6	☆ \$	6.3
24.	CZD	\$	2.0	~	\$	2.8	-	\$	3.6	♦ \$	10.2	> \$	5.8
25.	Armanino	\$	2.7	☆	\$	4.0	~	\$	5.3	> \$	3.7	> \$	5.5

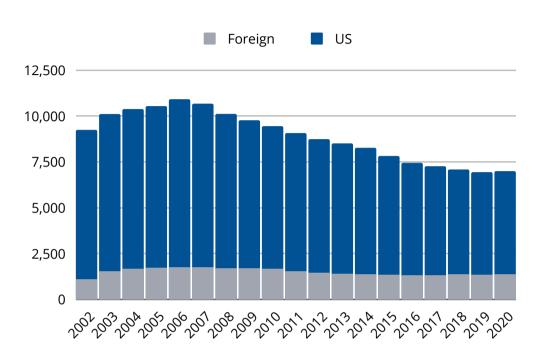




Location

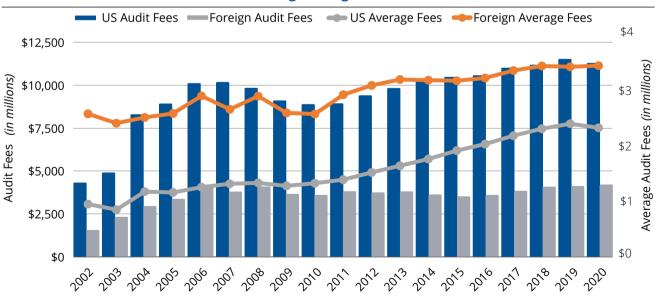
Report Population

Population is based on audit fee disclosures made by public companies relating to their fiscal year end.



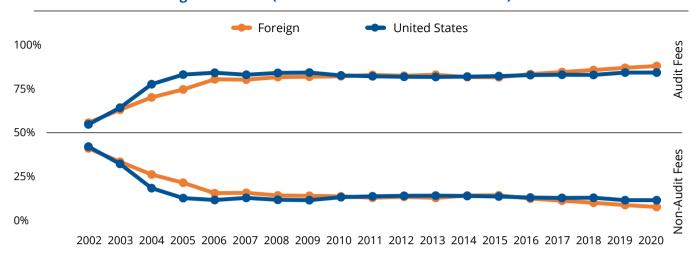
	Foreign Disclosures	US Disclosures
2002	1,101	8,121
2003	1,525	8,562
2004	1,662	8,696
2005	1,725	8,793
2006	1,768	9,126
2007	1,746	8,906
2008	1,698	8,395
2009	1,687	8,060
2010	1,667	7,758
2011	1,543	7,505
2012	1,443	7,274
2013	1,410	7,075
2014	1,372	6,873
2015	1,335	6,464
2016	1,315	6,108
2017	1,328	5,912
2018	1,359	5,704
2019	1,357	5,559
2020	1,359	5,613

Total and Average Foreign and US Audit Fees



Average US audit fees have been mainly increasing since the implementation of SOX. This trend reversed in 2020. Average international audit fees tend to be higher than US fees because international companies listed in the US are, on average, larger than US companies listed in the US.

US and Foreign Audit Fees (Exclusive of Audit-Related Services) vs. Non-Audit Fees



Audit Fees (Exclusive of Audit-Related Services)

2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

Foreign 51.6% 59.3% 66.6% 71.3% 77.3% 77.1% 78.6% 78.8% 79.1% 79.9% 79.4% 80.0% 78.6% 78.5% 80.4% 81.6% 82.8% 84.1% 85.2%

US 50.6% 60.5% 74.4% 80.1% 81.2% 80.0% 81.1% 81.3% 79.6% 79.1% 78.8% 78.7% 78.9% 79.2% 79.8% 80.0% 79.9% 81.3% 81.3%

Non-Audit Fees

2002 2003 2004 2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

Foreign 48.4% 40.7% 33.4% 28.7% 22.7% 22.9% 21.4% 21.2% 20.9% 20.1% 20.6% 20.0% 21.4% 21.5% 19.6% 18.4% 17.2% 15.9% 14.8%

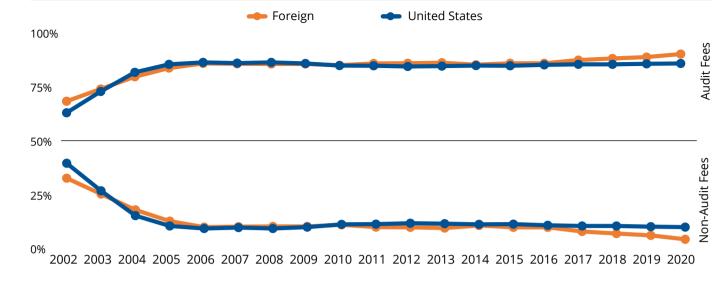
US 49.4% 39.5% 25.6% 19.9% 18.8% 20.0% 18.9% 18.7% 20.4% 20.9% 21.2% 21.3% 21.1% 20.8% 20.2% 20.0% 20.1% 18.7% 18.7%

Internationally, the largest recent event affecting audit and non-audit fees was EU Directive 2014/56/EU. Effective as of 2016, it outlined specific prohibited non-audit services and enforced a cap on permitted services provided by the auditor. Due to the directive, permitted services were not allowed to exceed 70% of the average amount of the fees paid in the previous three years for the statutory audit.⁸ This regulation is likely the driver of the divergence in non-audit fees after 2016.

⁸ https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:32014R0537&from=EN







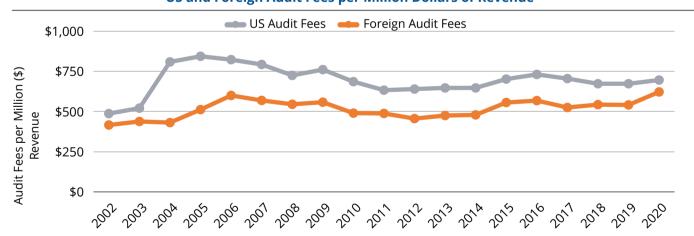
Audit Fees (inclusive of Audit-Related Fees)



Non-Audit Fees

	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Foreign	32.0%	25.1%	18.2%	13.3%	10.7%	10.9%	11.0%	11.0%	11.7%	10.7%	10.6%	10.3%	11.4%	10.6%	10.6%	8.8%	7.9%	7.1%	5.4%
US	38.5%	26.5%	15.7%	11.2%	10.1%	10.5%	10.1%	10.7%	11.9%	12.0%	12.4%	12.2%	11.9%	12.0%	11.5%	11.2%	11.2%	10.9%	10.7%

US and Foreign Audit Fees per Million Dollars of Revenue



Foreign companies saw one of the largest increases in audit fees per million dollars of revenue between 2019 and 2020. Total audit fees grew for foreign companies while revenue shrank. This was largely a result of decreasing revenue in the construction, finance, manufacturing, and mining industries.

US companies saw a smaller increase in audit fees per million dollars of revenue between 2019 and 2020. While US companies also saw similar declines in revenue for the manufacturing and mining industries, there were also decreases in audit fees for these industries. Overall, US and international audit fees per million dollars of revenue are at their closest point since before the implementation of SOX.

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Company Size

Report Population

Large

1,922

1,988

1,915

1,685

1,675

1,889

1,888

2,038

2,224

2,202

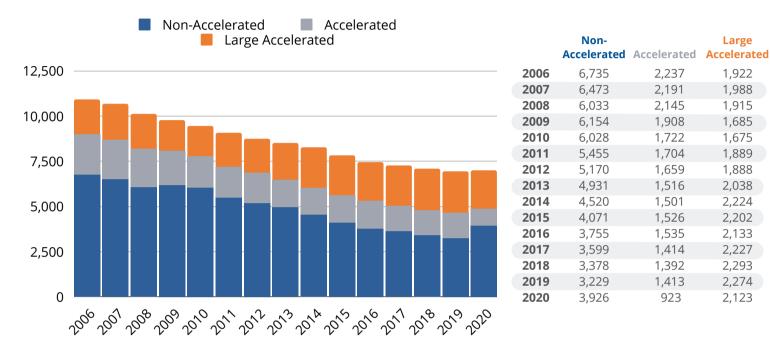
2,133 2,227

2,293

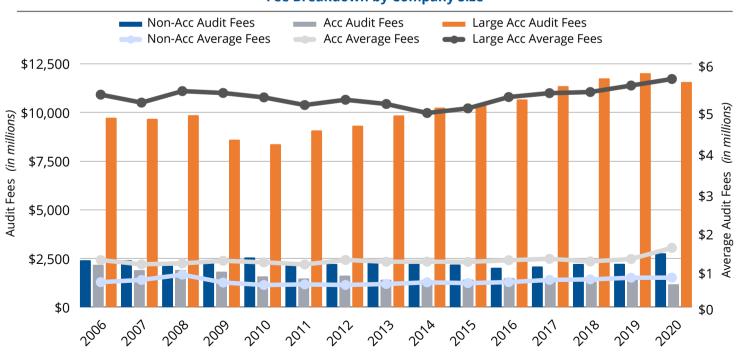
2,274

2,123

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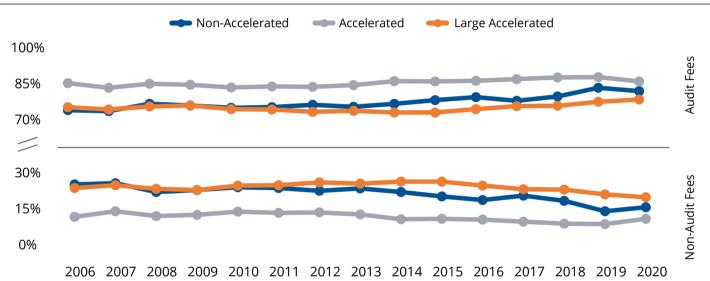
Fee Breakdown by Company Size



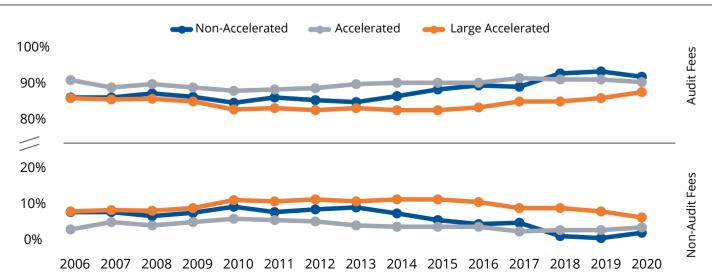
Non-accelerated filers saw total audit fees increase by nearly 25% between 2019 and 2020. Most of this increase was due to the change in filer status definition that reclassified hundreds of companies from accelerated to non-accelerated. Non-accelerated filers' average audit fees increased by just 2%.

Total audit fees decreased by 17% and 4% for accelerated and large accelerated filers, respectively. Average audit fees increased by 28% and 3% for accelerated and large accelerated filers, respectively. The increase in average audit fees of accelerated filers was also due to the change in filer status definition. Reclassifying hundreds of small accelerated filers as non-accelerated filers increased the average audit fees for accelerated filers by removing companies with lower nominal audit fees from the accelerated filer population.





Filer Status Audit Fees (Inclusive of Audit-Related Fees) and Non-Audit Fees



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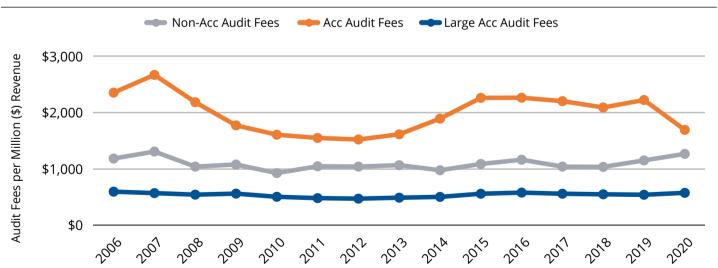
Since the implementation of SOX, the percentage of fees paid for audit-related and non-audit services have each hovered near 10%. Non-accelerated and large accelerated companies have paid a greater proportion of fees for audit-related services compared to accelerated filers. Both paid about 9% of total fees to their independent audit firm for audit-related services in 2020. Accelerated filers paid just 5%.

Fees paid for non-audit services have declined for both non-accelerated and large accelerated filers. Non-accelerated filers paid about 8% for non-audit services in 2020 compared to 11% in 2013. Large accelerated filers paid just 10% for non-audit services in 2020 compared to 13% in 2015. Accelerated filers paid 8% for non-audit services, which is in line with historical fees paid for non-audit services.



Audit fees per million dollars of revenue have been less consistent, at least for accelerated filers. After a slow decline following the completion of the implementation of SOX 404, accelerated filers began to see audit fees per million dollars of revenue increase in the mid-2010s. In 2020, however, fees fell sharply due to the reclassification of hundreds of accelerated filers as non-accelerated filers. This also increased the audit fees per million dollars of revenue for non-accelerated filers. Large accelerated filers were unaffected.

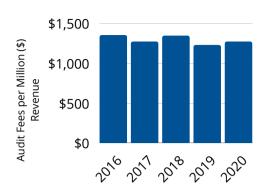
Audit Fees per Million (\$) Revenue by Company Size



Industry ordered by proportion of non-audit services in 2020

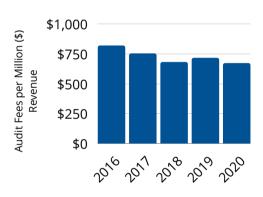






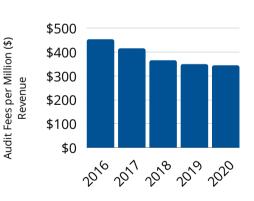
Audit Fees	;	Non-Audit Fees
\$1,837	2016	\$247
\$1,742	2017	\$315
\$1,931	2018	\$439
\$2,306	2019	\$537
\$2,159	2020	\$542
	in thousands	

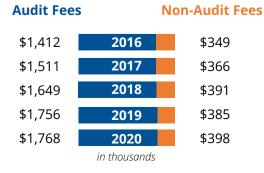




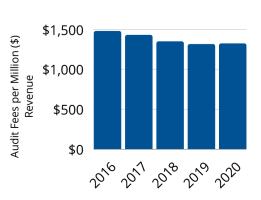
Audit Fees	S N	on-Audit Fees
\$1,923	2016	\$658
\$2,166	2017	\$512
\$2,129	2018	\$533
\$2,246	2019	\$463
\$2,314	2020	\$537
	in thousands	







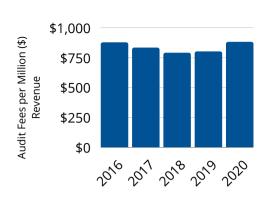




AUDIT ANALYTICS

Audit Fees Non-Audit Fees \$2,005 \$504 2016 \$2,122 2017 \$513 \$2,237 \$525 2018 \$2,292 \$493 2019 \$2,262 \$442 2020 in thousands



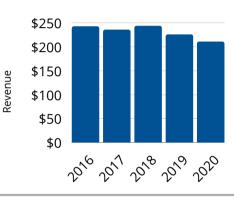


Audit Fees		lon-Audit Fees
\$1,498	2016	\$288
\$1,533	2017	\$354
\$1,617	2018	\$417
\$1,739	2019	\$354
\$1,805	2020	\$338
	in thousands	



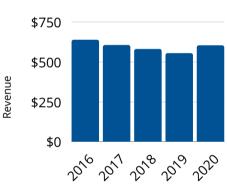
Audit Fees per Million (\$)

Audit Fees per Million (\$)



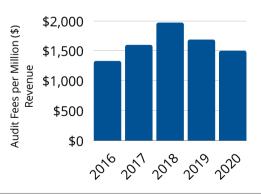
Audit Fees	5	Non-Audit Fees
\$2,660	2016	\$553
\$2,861	2017	\$539
\$2,900	2018	\$497
\$2,948	2019	\$447
\$2,964	2020	\$465
	in thousands	





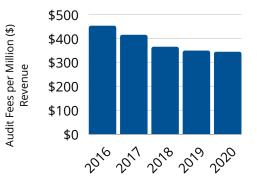
Audit Fees	, N	lon-Audit Fees
\$411	2016	\$40
\$447	2017	\$66
\$1,046	2018	\$412
\$1,047	2019	\$138
\$941	2020	\$127
	in thousands	





Audit Fees	;	No	on-Audit Fees
\$1,128	2016		\$210
\$1,222	2017		\$200
\$1,334	2018		\$240
\$1,445	2019		\$192
\$1,467	2020		\$203
	in thousands		





DATABASE OVERVIEW AND METHODOLOGY

OVERVIEW

The Audit Analytics SEC Audit Fees database can be used to benchmark audit fees, track significant changes in audit fees, and monitor non-audit fee spend. This database makes it easy to identify audit fees, audit-related fees, tax-related fees, and other fees paid to a company's independent audit firm.

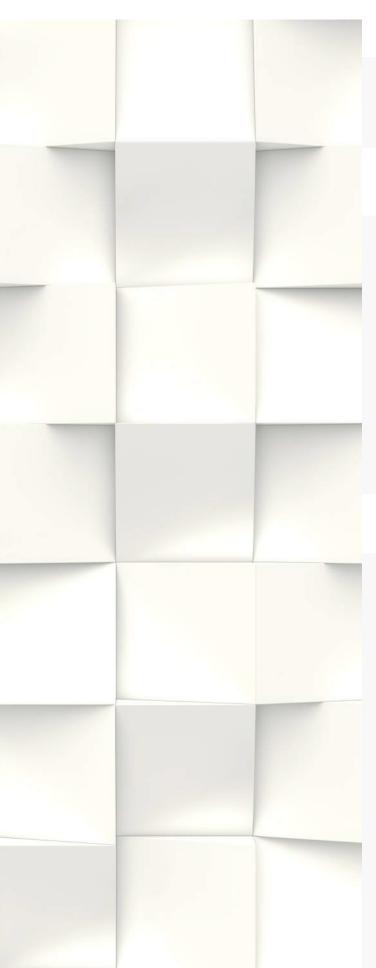
Data covers all '33 and '34 Act filers since 2000. Data is updated daily and can be accessed through the Audit Analytics website, data feeds, or through the Wharton Research Data Services (WRDS).

METHODOLOGY

Fee information comes from Forms 10-K, 20-F, 40-F, and DEF 14A. The analysis excludes subsidiaries and affiliates that are included in a parent's audit fees, '40 Act filers, and companies that reported \$0 in audit fees. Years refer to the fiscal year the fee information relates.

Companies that do not identify as large accelerated or accelerated filers are classified as non-accelerated filers. This includes non-accelerated filers, smaller reporting companies, and companies that do not disclose a filer status.





AUTHORS

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ABOUT US

Whether for market intelligence, risk management, compliance, or research and public policy, Audit Analytics provides the highly structured data you need to make informed decisions.

Our expert team meticulously collects, organizes, and analyzes data – making it easy for our customers to find what they need to know. We are trusted to simplify the complex; to illuminate trends; and to reveal actionable insights.

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