



VALUE PROPOSITION

	CAE PAIN POINTS	FEATURE	ADVANTAGE	BENEFIT	
COMPLEXITY	Time Reporting Delays Repeated team reminders. Inaccurate information.	Simple, mobile-enabled input and reporting - with alerts and escalations	Convenience and timely / accurate project and resource information	Realtime awareness of project and resource status	SIMPLICITY
	Issue Status Follow-ups Repeated follow-ups to learn recommendation / deficiency status	Realtime Issue-tracking with controlled access to all stakeholders. Automated reminders / updates.	One version of truth for all issues. Simple, up-to-minute reporting.	Stay on top of all open issues and track implementation performance	
	Productivity Leaks Unproductive meetings / training to drive consistency / standardization	Intuitive, automated workflow and "check points" blocking deviations	"Guard rails" minimizing errors and driving consistent performance	A productive and satisfied team requiring minimal training or meetings	
UNCERTAINTY	"What's going on?" Multiple team meetings to keep up and update C-suite quickly.	Single-View Dashboard with Key Risk and Performance Indicators	Figure-out where your attention is most needed - anytime, from anywhere	"I am in control"	CONTROL
	"Are we on track?" Finding out too late that a project may not be completed as scheduled	"Expected To Complete" enabling teams to highlight delays quickly	Agility to respond to unplanned challenges to Annual Audit Plan	Meet Audit Plan commitment to Audit Committee and Leadership	
	"What's the status?" Waiting for someone to run reports and double-checking for accuracy.	Dynamic Reporting Easily changeable fields / periods	Multi-dimensional, mistake-proofed reporting - anytime, from anywhere	Meet internal and executive reporting needs, on the fly.	
DATA LOSS	Data Availability Shared folders on network, requiring VPN logins when remote	Secure Azure cloud-hosting. SOC 1&2 Certified.	Secure, 99.99% Availability Global 24/7 365-Day Access	Productive teams Peace of mind	SECURITY
	Data Loss Risk of accidental data loss. Risk of "experts" leaving.	Automatic / Scheduled Data Back-ups	Can restore all saved data anytime	Never lose business critical data	
	Access Control Multiple "Protected" folders to ensure appropriate access to data	Pre-defined roles and access to data and functionality	Transparent and verifiable control over data and functionality	Strong Compliance and Data Protection	

