



# Laurence Whittam

**Outsourcing Mentor, Advisor and Strategist**  
**Founder/Managing Director of Impact Global Solutions**  
**Author of Outsourcing Best Practices Toolkit**

Integrate offshore Tax, Accounting, and Audit resources into U.S. CPA firms, to bridge domestic talent shortages and maximize profits. Deliver average cost savings of 60% while optimizing partnership between in-house and outsourced teams. My expertise extends beyond operational aspects. I am dedicated to the continued pursuit of best practices in the industry and actively contribute as a featured speaker and author in industry podcasts, webinars, guides, and conferences.

## Outsourcing / Offshoring Experience



**Philippines**



**USA**



**South America**



**India**



**South Africa**

## How I Help Firms

- Impartial Trusted Guide finding firms the right outsourcer
- Simplify all the outsourcing models
- Strategic Planning Sessions
- Educate on Best Practices
- Provide Solutions when problems occur
- Educate firms on how they can own the talent they are building

## Experience Understanding The Needs Of U.S. CPA Firms

### Top 100 Outsourcing Firm

Led the U.S. market entry of a U.K. outsourcing firm, creating a process whereby 350+ U.S. accounting firms established successful outsourced operations.

I have assisted CPAs in setting measurable goals, defining skill requirements for offshore talent, and establishing proactive communication channels to prevent outsourcing pitfalls. Additionally, I've helped them with tasks like vetting, hiring, onboarding, incentivizing, and evaluating offshore team performance both internally and externally.

### Top 50 Accounting Firm

Supported the business development of the firm's Advisory Services division, gaining practical insight on the software, processes, and skillset requirements of accounting roles, e.g. CCH Suite, TR Suite, QBD, QBO, Xero, Drake, Lacerte, Bill.com, CS Suite, GFR, ISO.

### Continued Pursuit of Best Practices

Featured speaker and author on industry podcasts, webinars, guides, and conferences.

**Preferred  
Strategic Partner of:**



Reference: Phil Whitman



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