
Unclaimed Property • Liability Reduction Analysis



- **Are you identifying all of your exemptions and accurately escheating your true unclaimed property liabilities?**

During economic challenges, such as today, the ability to turn liabilities into cash is an enormous value to any organization. Many organizations have saved significant amounts through the identification of exempted unclaimed property items. However, as most companies only know the state or jurisdiction statutes at a high level, they lack the in-depth knowledge to take advantage of all available exemptions. In addition, even escheat knowledgeable companies typically don't have the resources to analyze smaller records to identify additional savings.

On average, our clients have experienced a savings of 10 to 20%. Plus, several experience continued annual savings:

- *Professional Services Firm: \$2M*
- *Technology Firm: \$4M*
- *Healthcare Organization: \$3M*

MarketSphere leverages decades of experience and deep unclaimed property knowledge to enable companies to achieve Just Right Compliance™. Our Liability Reduction Analysis helps achieve this objective through the utilization of our unique and proprietary analyzer tools. As the first developers of such tools, we are able to identify, document and extract all applicable exemptions to minimize the total amount of property escheated. The tools are simply used to review records to the smallest level—penny level—and identify all records which meet characteristics of an exempt item. A report is then delivered, outlining savings based on 60 pages of state statutes built into the tool. Further, our Technology Enabled Process includes a review of the report for errors by MarketSphere experts. We then deliver a final report with a *True Guarantee*—if the state disagrees with the report, we will defend our analysis and fight for your reductions. Our tools are so powerful, that on average, our clients have experienced a savings of 10 to 20 percent.



“As a result of your efforts, we were able to achieve significant cost savings.”

—Fortune 500 Professional Services Company

Our technology enabled methodology has saved many of our clients significant amounts that were considered open liabilities—simply by analyzing each and every record in the database and creating detailed reports documenting all exempted items. These tools are designed to help companies of all sizes and in all industries. From manufacturing to healthcare to retail, our clients that leverage our technology show immediate value to their organization by identifying savings previously unknown. Plus, our unclaimed property team is stacked with top industry experts with over 75 years of combined experience, ensuring that each client’s savings are as complete as allowed by state statute.

Technology Enabled Methodology

Analysis	Report	Review	10–20% Average Cost Savings
<ul style="list-style-type: none"> Tools leveraged to review all records 60 pages of state statutes built into tool 	<ul style="list-style-type: none"> Delivery of detailed report Flags all exemptions 	<ul style="list-style-type: none"> Completed by MarketSphere experts Identification of possible errors 	<ul style="list-style-type: none"> Identify all savings True Guarantee-Analysis defended by MarketSphere

Identify all of your exemptions and accurately escheat your true unclaimed property liabilities with MarketSphere.



Turn your liabilities into cash with our Liability Reduction Assessment. Plus, ask us about our *True Guarantee*.

Contact MarketSphere today at 888.532.3002 or www.marketsphere.com.

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