

# Member Case Study

**Worldwide charity OXFAM** signs with MGI firm Nathee Audit Office after 'MGI Asia' pitch

MGI firm Nathee Audit Office Co. Limited has signed a regional special audit contract with OXFAM Asia, showcasing how MGI connections are vital when it comes to securing more sizeable business.

In the world of business, it can be hard for small and medium-sized accountancy firms to compete with larger firms – both for new or more business with existing clients – especially when it comes to contracts with names that are recognised on a global scale.

However, Nathee Audit Office Co. Limited in Thailand has proven that it is possible for smaller firms not only to land contracts with big business, but to compete and win more business from existing clients. The MGI member has successfully pitched and won a new contract from one of the biggest charities in the world, OXFAM.

For more than 20 years, Nathee Audit Office has been providing auditing, business tax and accounting consultant services, acting as a specialist in this field. Partner at the firm, Thanadee Hongratana-uthai, is also the South East Asia Circle Leader for MGI Asia.

MGI Worldwide is a global network of accounting firms with some 5,000 professionals in over 250 locations worldwide.

## Building strong relationships

Nathee Audit Office has been working with OXFAM Thailand for the last five years, providing them with high-quality work. The strength of the existing relationship between the firm and the charity saw OXFAM Thailand refer Nathee to OXFAM GB Regional Office, which is located in Thailand.

OXFAM GB Regional Office was provided with a large grant in 2015 from a European government agency. The grant is being used for the 'Gender Transformative & Responsible Agribusiness Investments in South East Asia' project. This project is taking place in Thailand, Cambodia, the Philippines and Vietnam.



*"The strength of the MGI network meant I was confident in pitching MGI in Asia which helped us secure a sizeable piece of business beyond what was originally anticipated."*

Thanadee Hongratana-uthai, from MGI firm  
Nathee Audit Office Co. Limited, Bangkok, Thailand

## MGI Asia Member firms involved

Nathee Audit Office Co. Limited  
Bangkok, Thailand

APV (Cambodia) Co., Ltd  
Phnom Penh Capital, Cambodia

Gatmaitan and Associates, CPA's  
Ciudad de Parañaque, Philippines

Vietnam Auditing and Valuation Company  
Hanoi, Vietnam



Member Case Study from MGI Asia

## Global scope with ease

The charity required an auditor for verification works on the receipt and distribution of the grant funds. Thanadee pitched for the contract, explaining the benefits of a single firm managing the project as a whole, with local audit offices in each country involved with the project undertaking the verification.

Being a member of MGI meant that Thanadee could be highly competitive with his bid due to the fact that the smaller network has much less red tape to cut through than larger networks, as well as fewer protocols and controls.

Another big selling point to Thanadee's bid was that the local work would be done onsite, ensuring an understanding of local language and laws.

This is a big reason why MGI differs from other networks, as it has a great degree of regional strength that allows members to work together well due to the trust and relationships they cultivate through the network.

Thanadee said that he felt confident in bidding for a multinational contract like this because he meets fellow members at the MGI Asia area meetings and so has an existing relationship with them. He reached out to APV Cambodia, Gatmaitan & Associates in the Philippines and Vietnam Auditing & Valuation Company to provide the local auditing service in each country, which was vital in helping to secure the deal.

## Personal and specialist service

While Nathee Audit Office pitched a competitive contract, positioning itself as a one-stop control and consolidation centre for the project, Thanadee convinced OXFAM to spend extra in order to improve the efficiency and effectiveness of the reporting.

The contract has now been signed and so Nathee Audit Office will be engaging with the three other MGI members involved to clarify the nature of the NGO and ensure that each firm understands the requirements.

*"A big reason why MGI differs from other networks....it has a great degree of regional strength that allows members to work together well due to the trust and relationships they cultivate through the network."*

## Thank you to MGI member firm



**Thanadee Hongratana-uthai, Partner**  
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Nathee Audit Office is a member of MGI Asia, located in the heart of Bangkok, Thailand. The firm provides a range of accounting services including Thailand's tax consultation. For more information go to [www.auditthai.com](http://www.auditthai.com)



## Conclusion

Thanadee is hoping that the project will ensure Nathee Audit positions itself as an expert in local and regional NGO projects, with positive word of mouth helping the firm to win more bids and take on more business.

This relationship with OXFAM and the successful joint bid could serve as a potential launch pad for other MGI members in the future, helping to see more successful bids and collaborations.

## Get in touch

Do you have a Member Case Study that you would like to share? Contact [maxine.brock@mgiworld.com](mailto:maxine.brock@mgiworld.com)

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## About MGI Worldwide

MGI Asia is part of MGI Worldwide, a **Top 20** ranked International network of independent audit, tax, accounting and consulting firms with some 5,000 professionals in over 250 locations.

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