

# **MSI Global** Alliance at a glance

Independent legal & accounting firms



**Countries** 



Member firms



100+ 250+ \$1.87bn

fee income of US\$



North America

54 firms

Latin America 26 firms

Middle East &

North Africa

15 firms

23 firms

Sub-Saharan Africa

Europe 87 firms

> Indian 15 firms

Australia and Subcontinent New Zealand 12 firms



#### Quality

East Asia

19 firms

We are committed to high standards and only recruit and retain high quality members



#### **Exclusivity**

We appoint only one law and accounting firm in each iurisdiction



Multi-disciplinary Our membership uniquely consists of both legal and accounting firms in a 50/50 split



7,000+

Total member firm personnel worldwide 92%

of members say that their MSI membership enhances their client offering

78%

of members have won new business through their MSI membership 60%

of members have been members of our association for more than 10 years



Independence Our member firms retain their independence while gaining global reach

# Membership Criteria

MSI has a meticulous selection process and prospective firms are required to meet a set of criteria including:

- Full service capability
- Independently owned and mid-sized
- Ability to work in English
- Strong local focus and international experience
- A diverse and growing client base
- Entrepreneurial flexibility

MSI member firms are among the most reputable, full service firms in their local marketplaces and share the common desire to provide partner-led, reliable and personal services.



# Access to an international network

Gain access to international experts at over 250 carefully selected MSI member firms to service your clients.

## Endorsement of business credentials

MSI membership provides your firm with a competitive advantage and the ability to protect your client base through MSI's global reach.

#### Enhanced brand and business

## reputation

Increase your firm's profile through the right to use the MSI Global Alliance brand alongside your firm's own brand.

# New referral revenue streams

Maximise opportunities for inward referrals through the provision of your own exclusive geographic territory and explore new client opportunities through collaboration with MSI member firms worldwide.

## Knowledge sharing

Exchange knowledge with MSI professionals at conferences and through participation in specialist interest groups, enhancing your firm's development and client service.



Gain access to a wide range of services and resources that are specifically designed to support and develop your business.

#### **International Directory**

Exclusive listing and promotion of your firm in MSI's member directory.

#### MSI Memberlink

MSI's members' only e-platform provides you a with access to marketing resources, information and member insights.

#### Conferences and networking

Our annual events programme of local, regional, international and virtual meetings provides excellent networking and learning opportunities.

#### Full-time Secretariat

MSI's dedicated Secretariat team is on hand to provide high levels of support and coordinates resources to all our members worldwide.

#### Fees

MSI membership fees are levied annually according to the number of partners per firm. Our fees are very competitive and provide you with the opportunity of a good return on your investment.

