

# Video Name | Transcript

Robert Ramsay & Bryan Gayhart

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Robert Ramsay:

Thanks for joining us for another SOC video from Barnes Dennig today. I'm Robert Ramsey here with Bryan Gayhart. We'd like to talk a minute about what it's like to work with us during this SOC reporting process. Bryan, I get that question a lot. What do you tell people when they ask you about what it's like to work with us?

Bryan Gayhart:

I tell them it's a pretty great thing. We're pretty easy to work with. Really just gets back to whatever they're looking to accomplish because they've got goals around this and they've got a day job to do, so we want to make their life as easy as possible.

Robert Ramsay:

That's nice - good service provider. I like to talk about having a good bedside manner to think in terms of a doctor that's very caring with their patient. We are very considerate of our clients, the process they're going through.

Bryan Gayhart:

Yeah, I would agree with that. That's the approach we take with all of our clients. We just want to make their life easier. This is an end goal for them. Helps them grow their business, helps them meet needs of customers. That's what we try to accomplish as easily as we can.

Robert Ramsay:

What about the report itself? What do you do to make the report extra useful?

Bryan Gayhart:

Yeah. We want the report to mimic their environment. We don't want it to be canned. We don't want it to be out of the box. We want it to reflect their company, and their business, and their controls, and their environment.

Robert Ramsay:

And we think that works well when working with us. Thanks for your time today.