



MCVO TALENT OUTSOURCING

We are a Philippines based outsourcing company that supports **Fractional CFO & Financial Advisory Firms** in the US and Canada



Office Staffing Has Changed Forever

1970's – 2019




Work on Site

2020 – Today



**Hybrid Model of:
Work On Site +
Remote Work**

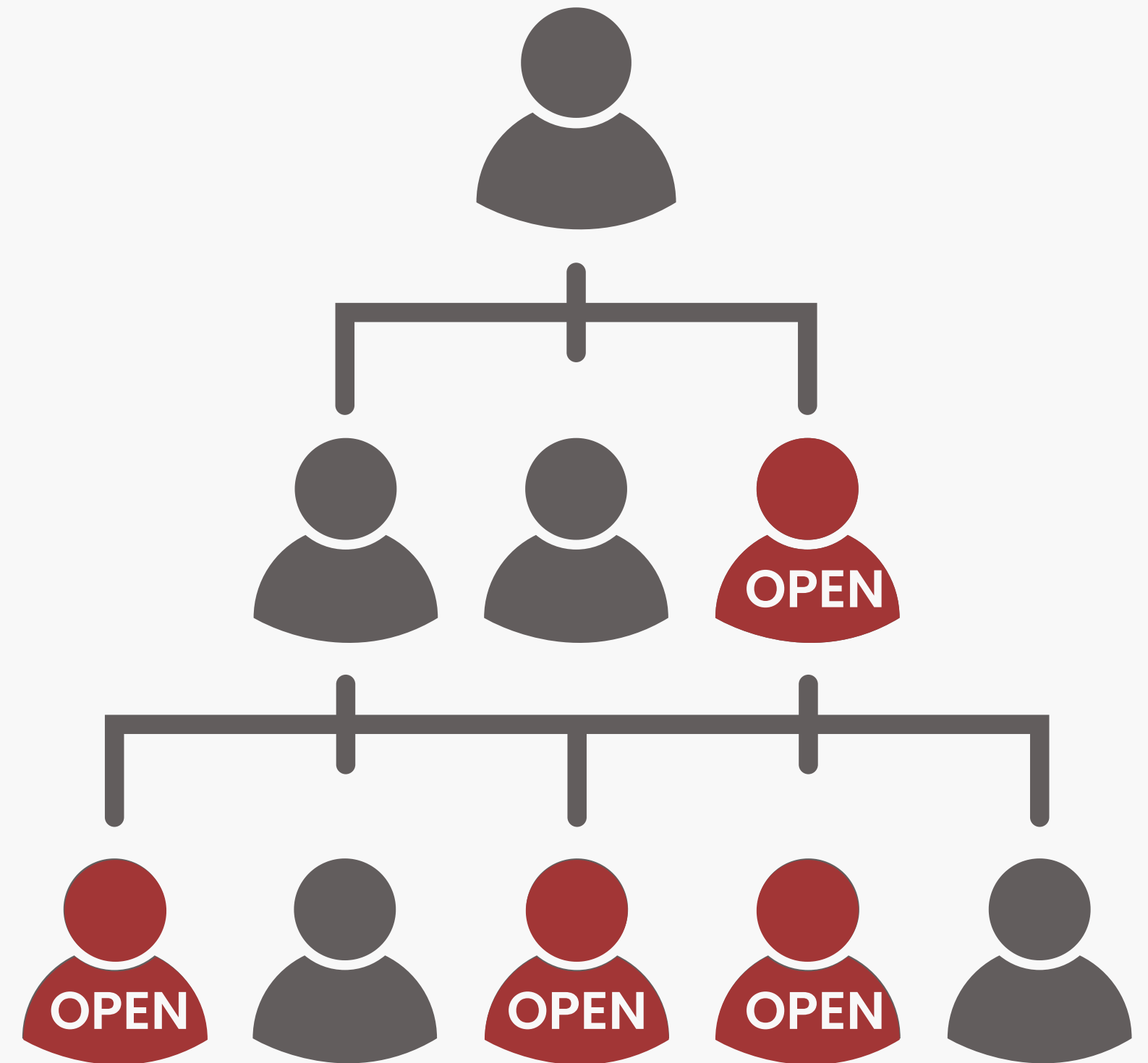


Office Buildings In Major US Cities Are Converting To Residential Units At A Blistering Pace



2025 Image of Wall St. in New York City - colored buildings are being converted to residential

Company Org Chart



Staffing Shortages Are
Now The #1 Concern
For Growing Companies



This Forces High Performing Staff To Absorb Lower Level Work, Undermining Progress

**Demotivates
The Leaders**

**Creates
Burnout and
Defection**

**Stifles
Innovation**

In Today's Competitive
Business Environment,
Companies Cannot Survive If
They Are Understaffed, Or
Poorly Staffed





To Build A High Functioning Team, Forward Thinking Companies Are Hiring From Other Locations





Clients Care More About Consistent Service Levels, and Less About Where Their Support Staff is Located

**Faster
Response
Time**

Better Value

**Innovative
Products &
Services**

15 Years Ago, Only Fortune 500 Companies
Hired Overseas Office Staff



Customer Support Was The Most Popular Service



AT&T



citibank





Today, Small Businesses Are Hiring Offshore Staff At a Record Pace

In 2026, there are close to 2 million Filipinos supporting US businesses.






Accounting Is One Of The Fastest Growing Services Outsourced To The Philippines!

THIS IS FUELED BY

**Fractional
CFO Firms**

CPA FIRMS

**Financial
Advisory Firms**



Advisory Firms Are Now Hiring Their Own Dedicated Staff To Handle Their Client Work

**Bookkeeping &
Data Entry**

Clean Up

Projects



The traditional in-house staffing model is no longer sustainable.

1

2

Progressive firms are adapting to blended onshore / offshore teams

What Changed?



Why Now?

US accounting staff shortages are at an all-time high

1

2 Remote global teams are becoming the “new norm”

3

Companies new to outsourcing, now have experienced vendors to support them

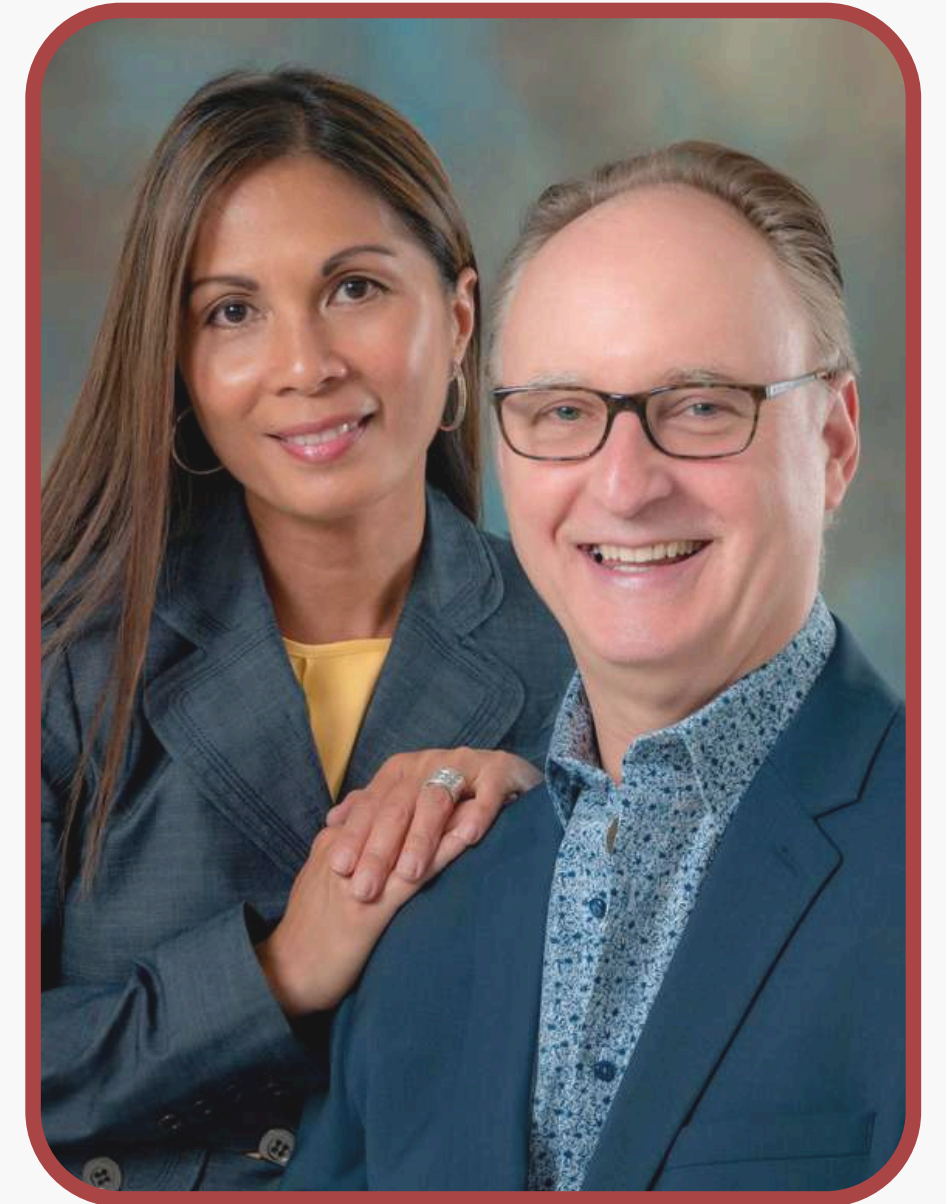
Why MCVO?

01.

Founded by 2 US based entrepreneurs with a deep understanding of accounting and finance

02.

Supporting small businesses since 2017



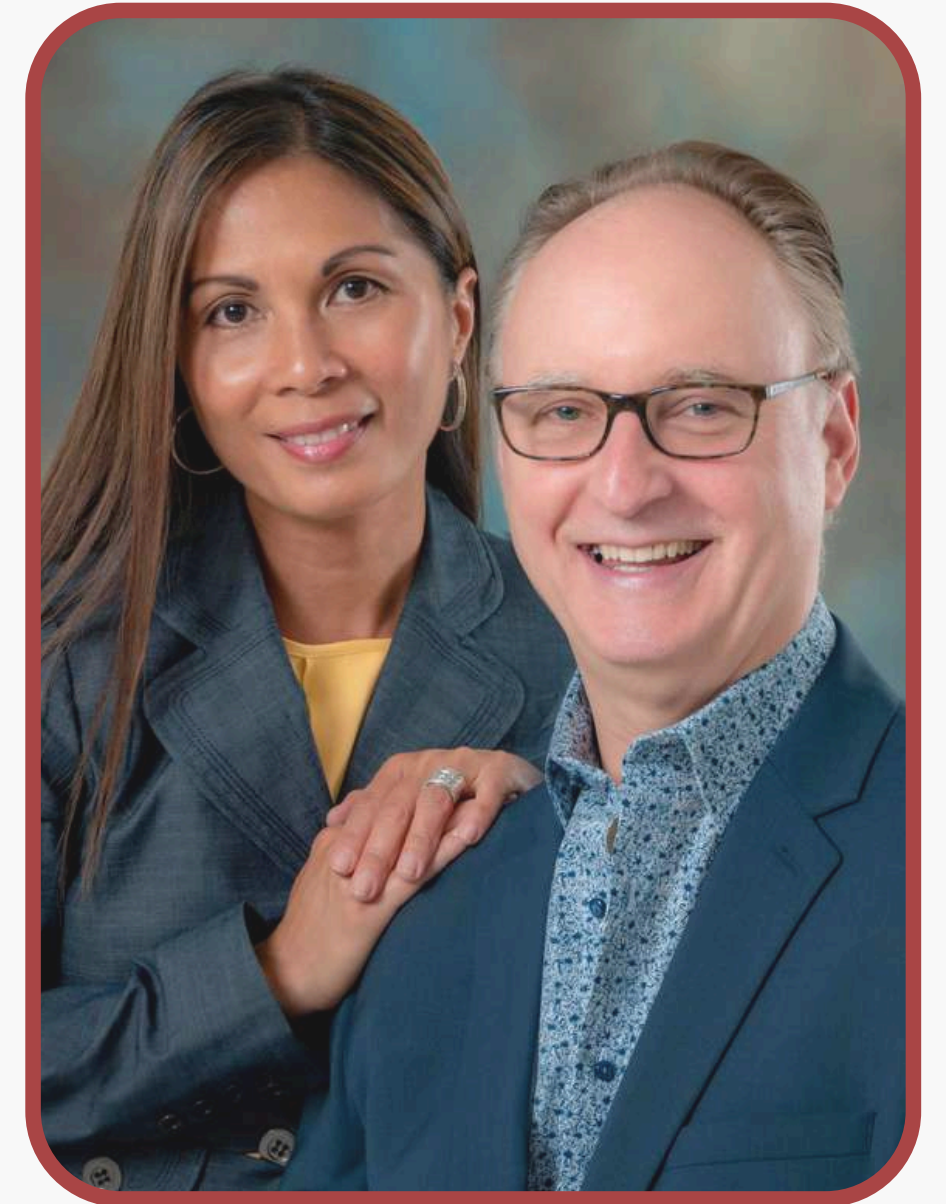
Why MCVO?

03.

Cherry was born and raised in the Philippines, Mark was born and raised in NYC

04.

We understand US business culture **AND** Filipino culture, which is critical for a successful partnership





Introducing MatchOS

Our Proprietary Pre-Onboarding System

A Senior Accountant serves as your personal Onboarding Concierge – guiding the entire process from discovery to successful onboarding.



Result: No more bad hires. Just the right fit.



How MatchOS Works

The Senior Onboarding Accountant:

- Joins the initial discovery call to deeply understand your needs
- Reviews your books, workflow, tech stack, and processes (2–3 hours per day for 1–2 weeks)
- Personally interviews and selects the best-matching Accountant
- Attends the kick-off call + first 2 days of training to ensure a smooth transition

Preventing False Starts Since 2017



We Almost Forgot To Mention The Cost Savings!

Offshore Accountants From The Philippines are typically less than 50% of the “all in” cost of US staff!

Description	US Accountant	MCVO Accountant
Annual Cost	60K – 125K	30K – 49K
US “All In” Cost*	75K – 145K	30K – 49K
Savings		45K – 96K

*Includes taxes and benefits etc.



Most Popular Positions

Description	Years of Experience	Annual Rate	Monthly Rate	Effective Hourly Rate
Bookkeeper	6 - 10	\$29,280 - \$35,280	\$2,440 - \$2,940	\$14.08 - \$16.96
Bookkeeper	10+	\$35,400 - \$42,840	\$2,950 - \$3,570	\$17.02 - \$20.60
Accountant	6 - 10	\$31,080 - \$37,680	\$2,590 - \$3,140	\$14.94 - \$18.12
Accountant	10+	\$38,400 - \$48,720	\$3,200 - \$4,060	\$18.46 - \$23.42

*discounts offered for enterprise clients for 10 or more seats

Our Talent



Top Philippines
accounting
graduates

Strong English
communication

Most are QBO
and / or Xero
certified

~20% of our
accounting
staff have their
CPA!





Work Hours

①

Offshore staff work an “overlap shift” ensuring a few hours of daily overlap with US business hours.

②

During training, our staff will start their shift 1-2 hours later to ensure more overlap

③

If positions require working full US business hours, this is possible



Security and Confidentiality

Many of our team members work with confidential and sensitive data, and we take the utmost precautions to ensure your data remains private.

Our IT Team installs security on each workstation, and we are continually training and can advise on best practices to help ensure security and confidentiality.



Here's What Fractional CFO Firms Are Saying About MCVO Outsourcing:



“The bookkeepers are competent, hard working and extremely open to coaching and learning new tasks”



Pat Hobby
CFO Advantage



“We have several accountants supporting our clients, and the model works very well”



Matt Buskirk
Adviza Growth Partners



Fun Facts

1

38% of new clients are referrals

2

41% of new hires are referred by existing employees

3

Only **9%** turnover—well below outsourcing industry average

4

Top rated employer in the Philippines

Recognition

- Top BPO* in the Philippines (Clutch 2020–2024)
- Preferred outsourcing partner for leading Fractional CFO, Financial Advisory and CPA firms.



Next Steps

Let's build your accounting / finance support team.

Mark Zucker, Co-Founder

 312.931.8795  mzucker@mcvotalent.com

 Book a call: www.mcvotalent.com/book-a-call

www.mcvotalent.com





Looking Forward to Helping You Reduce Costs Through Offshore Staffing

