

RegulatorGuards – At a Glance	
Organization:	RegulatorGuards, LLC (formerly Sec Outsourcing)
Chief Executive:	Shavon L. Jones, Founder
Board Chairperson:	Carla Nunes, Managing Director Duff & Phelps, LLC
Business Type:	Specialty BPO, Education Sector
Distribution:	In-person representation before federal and state regulatory agencies, administrative courts, appellate courts, and accrediting bodies; online production and delivery of documents.
Industry:	Legal Services; Professional Services
Location:	Miami, Florida serving clients throughout Florida as well as in Maryland, New Jersey, New York, Georgia, and Colombia, South America
Offerings:	Compliance Outsourcing, Administrative Law, Ed-Sector Strategy, Brokerage and M&A Services
Business Model:	Network of Small Businesses in Regulated Industry
Revenue Model:	Primarily Flat Fee for Service; annual subscription for lobbying
Year Founded:	2016
Tagline:	Leveling the Regulatory Playing Field for Small Business

## About Us

Headquartered in South Florida, RegulatorGuards is a compliance and regulatory law boutique serving the education sector. We exist to help smaller, regulated companies navigate a changing regulatory landscape efficiently and cost-effectively. Our clients are primarily small and medium-sized businesses that lack sufficient in-house resources with specialized knowledge of administrative law and regulatory matters.

At RegulatorGuards, we have successfully prosecuted “bet-the-farm” cases involving our clients’ continued licensure, accreditation, and participation in federal financial aid programs. We have secured regulatory approvals for dozens of transactions and for new businesses entering this space. We have connected buyers and sellers of educational companies and facilitated their negotiations and closings. We have provided strategic guidance to clients regarding growth initiatives. We have even undertaken the routine compliance function of some education businesses in an outsourcing capacity. This year, recognizing the demand for a voice in Tallahassee, we added lobbying services to seek laws and rules that benefit the sector.