



## Manufacturing Services Group

The professionals at Alpern Rosenthal are prepared to partner with you in your quest to remain competitive in today's marketplace. In addition to our team members being accounting, tax and consulting specialists, they are committed to the manufacturing industry. As a result, our multi-disciplinary team offers clear, practical solutions based on in-depth knowledge of the industry and relevant experience in the manufacturing sector – with the goal of helping clients achieve their business objectives.

In our dedication to serving the unique needs of manufacturing companies, we make it a priority to stay abreast of the current issues and trends affecting the industry. Alpern Rosenthal is a member of the Manufacturing Services Association (MSA). This professional association allows us to leverage national resources, such as training and insight, to further expand our expertise. We share best practices and industry insights on a regular basis with our clients and have designed a series of industry specific seminars and executive educational programs. Additionally, as part of our commitment to manufacturing, we sponsor industry related activities, such as the *Pittsburgh Business Times* Manufacturer of the Year program and we work with local universities to produce a bi-annual manufacturing survey report to monitor trends specific to our region.

### ► Specialized Consulting Services for Manufacturers

- Operational reviews and assessments
- Activity-based costing studies
- Sales and operations planning
- Development of costing systems including LIFO
- World-class purchasing and sales strategies
- Lean manufacturing
- Inventory management
- Transfer price analysis
- Supply chain management
- Multi-state sales and use tax assessments
- International tax planning
- Compensation plans
- Business evaluations
- Internal control assessments
- Strategic planning
- Cash management
- Productivity and cost study analysis
- Foreign sales/operations
- Recommendations for CEOs and presidents to develop best-in-class practices

### ► Accounting and Auditing Services

- Accounting systems design
- Budgets, forecasts and projections
- Audits, reviews and compilations of financial statements
- Setup of accounting systems for merged corporations
- Special purpose investigations
- Internal control review and design

### ► Tax Compliance and Planning Services

- Business and individual income tax planning and tax preparation
- Buy/sell, partnership and stockholder agreement consultations
- Representation before Internal Revenue Service and other regulatory offices

### ► Estate Planning Services

- Business succession planning
- Estate and financial planning
- Estate documents tax review
- Trust administration
- Business valuation and litigation support

### ► Technology Systems/Solutions

- Feasibility studies
- Systems planning and control
- Information systems design
- Hardware and software evaluation and selection
- Negotiations with vendors
- Systems implementation and training



# Manufacturing Services Group

## ▶ Transaction Advisory Services

- Financial and tax due diligence
- Tax and accounting structuring
- Operational due diligence
- Seller services
- Business Valuation for buyers or sellers
- SFAS 141/142 assistance
- Purchase price allocation
- Intangible asset valuation
- Goodwill and intangible asset impairment valuation
- Mergers and acquisitions
- Buy/Sell agreements

## ▶ Business Advisory Services

- Diagnostic assessments
- IT needs assessments
- IT implementation and integration
- Process improvement
- M&A services
- Financial forecasts

## ▶ Risk Services

- SAS 70/SSAE 16 audits
- Internal audit consulting and co-sourcing
- Regulatory compliance assistance (i.e. Sox and J-Sox)
- IT general computer controls
- Quality Assessment Reviews
- Business risk assessments

## ▶ Human Resources Consulting

- Financial personnel recruiting
- Wage and benefit review
- Personnel policies review
- Participatory management programs facilitation
- Employment contracts financial review



## ▶ Employee Benefits

- Retirement plan design and implementation
- Pension and profit-sharing plan administration and testing
- Audits of retirement plans
- Form 5500 preparation
- Monitoring investment results of retirement plans
- Other employee fringe benefit plans (medical reimbursement, education, insurance, etc. design
- Executive compensation planning implementation

## ▶ Educational Programs and Informational Materials

- Executive forums
- Seminars, covering various topics for CEOs, CFOs and other executives
- Supplemental educational materials such as tax updates and informational mailings
- Quarterly electronic newsletters
- Monthly electronic alerts