



Corporate Advisory Services

Value-Added Services To Meet Your Needs



Corporate Advisory Services

Companies today need to deal with their financial strategies on several levels. This means that as their demands for leading-edge transactions increase, they seek sophisticated strategic and business planning advice. When faced with these critical financial decisions, companies also consider different approaches that will fit in with their business strategies, goals and objectives.

Achieving these objectives requires significant time and manpower commitment. BDO Seidman, LLP has a dedicated team of professionals to better assist companies with their strategic and business planning process.

Strategic & Business Planning

The strategic and business planning process is an opportunity for companies to focus on and objectively consider a variety of business factors. A good strategic plan provides a road map to channel your company's efforts to maximize resource allocation effectiveness and measure performance versus the plan. In addition, a succinct business plan provides potential investors, lenders, partners and vendors with a solid picture of your company.

At BDO Seidman, LLP, we understand that while most business plans follow a common structure, each company's plan will be as unique as the entrepreneurial spirit and creativity behind it. We will work directly with you and your management team to assess your company's current position and future potential, define clear, attainable goals, and develop a practical plan to achieve them.

Revenue Enhancement

When companies ask, 'what are the best ways to maximize our company's revenues?,' BDO Seidman, LLP's Corporate Advisory technicians provide insights into marketing, pricing and delivery. We focus on your company's specific products and services and strive to deliver personal service, technical knowledge and seasoned business judgment. The consultants in our Corporate Advisory Services Group use proven planning and evaluation methodologies to help companies:

- identify ways to increase revenues;
- minimize operating expenses; and
- enhance shareholder value.

Financial Engineering

Do you know what the best financial structure is to support your company's existing operations and future growth? As a result of our outstanding relationship with the banking, financial and governmental communities, we are able to assist our clients in obtaining financing from key sources. Through specific knowledge of our clients' business or industry, we are able to identify and source the financial structure necessary to support your company's business goals.

Due to the strong financial background of our professionals, we are able to evaluate financial strategies and assist in the formulation and presentation of financial packages to accommodate debt and/or equity placement. In addition,

we understand the importance of working quickly and effectively to help companies meet the challenges they face.

Cost Efficiency Analysis

The proper administration of expenses is critical to the profitable existence of all businesses. Too often costs and expenses are allowed to manage themselves as companies grow and increase revenues. Budgets are a widely used tool in the expense control process, but in actuality budgets only act as a limitation on spending and do not address the potential for improving efficiencies. BDO Seidman, LLP professionals know that there are proven methods which can help reduce and control the growth of your companies expenses. Our Corporate Advisory Services Group provides cost reduction analysis designed to assess areas critical to the success of a business. Their objective is to help achieve operational efficiency and assist with the careful monitoring of your company's expenses.

Human Resources Management

How does your Human Resources Management impact the performance of your company?

Finding, empowering and retaining the right employees is essential to the success of any business. A thorough evaluation of your firm's policies and procedures is a key component in assuring that you stay ahead of your competition in properly staffing your business. BDO Seidman, LLP professionals will conduct a review of your human resources practices and make recommendations for improvement in a number of areas, including:

- recruitment;
- training and development;
- policies and procedures;
- performance evaluation; and
- benefits and counseling.

Compensation Studies

We find that companies often struggle to answer a commonly asked question, 'what are the best ways to compensate our employees?' Today's dynamic changes in society, the impact of technology and the aging of the population, and ultimately the work force, are all factors that must be considered when either structuring or evaluating your company's compensation program.

Clearly the most important element of any compensation program is to be able to hire and retain the very best work force for your company while not incurring excessive financial burdens. The parameters of the program not only need to target the right candidates for your company but also need to be sufficiently flexible to accommodate changes in your business and from competitive pressures.

Compensation can clearly take on many forms in our rapidly changing business environment. Our Corporate Advisory professionals can help design the optimal compensation plan for your employees and your company. This will help ensure that your company attracts and retains the right personnel and also achieves its revenue and profit goals.

The Value Of Working With BDO Seidman, LLP

BDO Seidman, LLP is one of the nation's leading accounting, tax and consulting firms, with more than 40 offices and 1,600 partners and staff located throughout the United States. It is the U.S. member firm of BDO, the world's seventh largest accounting and consulting organization, with over 450 member firm offices in more than 80 countries with approximately 16,000 partners and staff.

BDO Seidman, LLP is well-positioned to help both privately-owned businesses and management-controlled public companies achieve their goals. Since its inception in 1910, BDO Seidman, LLP has maintained a tradition of service to and friendship with the entrepreneurial market. We have established practice areas specifically designed to meet the various challenges and explore the new business opportunities our clients encounter.

For More Information On Our Corporate Advisory Services Group

Please contact your BDO Seidman, LLP professional or the Office Managing Director of your local BDO Seidman, LLP office.



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