

**industry insiders** : *for you*

Maximizing product value and improving production cost management are central to your business. It is important to work with professionals who understand the complexities of the manufacturing and distribution industry – both its strengths and its challenges.





Helping you assemble the best possible financial solutions for your business, our **Manufacturing and Distribution Practice** leverages our depth of experience, insightful analysis of processes and insider industry knowledge for you.

### Are you...

Buying, selling or transitioning ownership of a business?  
In need of accurate forecasts and projections for important financial decisions?

Looking for ways to improve your cash flow?  
Struggling to improve your bottom line?  
Utilizing all of the tax credits for which you qualify?

### Solutions

#### Assurance

Annual reporting requirements  
Audit, review and compilation services  
Regulatory and contractual requirement issues  
Sarbanes-Oxley compliance and consulting

#### Tax

Economic incentives and research and development tax credit utilization  
International tax  
State and local tax  
Tax planning and preparation

#### Accounting Resources

Acquisition evaluation and accounting  
Activity-based costing  
Financial reporting and control system design  
Implementation of new accounting standards  
Payroll  
Sales and use tax issue compliance and consulting

#### Consulting

Benchmarking, forecasts and trend analysis  
Break-even analysis  
Business valuations  
Buy/Lease analysis  
Compensation and incentive planning  
Cost segregation studies  
Financing plans and presentations to lenders  
Forecasts and projections  
Internal control studies  
Inventory costing studies  
Inventory control improvements  
IT system assessment, design and implementation  
Loan proposal reviews  
Management succession planning  
Mergers and acquisitions (including due diligence)  
Outsourced CFO/controller services  
Product profitability analysis

Elliott Davis is a member of the CPA Manufacturing Services Association (MSA), a nationwide association of CPA firms specifically selected for their experience in and commitment to serving the manufacturing industry. The firm is also a member of The Leading Edge Alliance, an international professional association of independently owned accounting firms based in the U.S. and is strategically aligned with LEA Europe and LEA Asia Pacific, a worldwide network of 430 offices in 90 countries around the globe.

