

Defense Strategy

A PARTNERSHIP THAT POWERS GROWTH

You may be spending considerable time and effort defending existing business relationships against other firms who “walk the halls” of your valued clients. Protect your clients by having them hire Aprio to provide services when you choose not to directly serve your clients due to conflict of interest or for other strategic reasons.

With Aprio as your defensive partner, you can spend more time on offensive business development to grow revenue and protect your longstanding client relationships.

We provide a comprehensive range of valuation services, including but not limited to:



ACCOUNTING & FINANCIAL REPORTING

- Goodwill impairment testing
- Purchase price allocation
- ASC 718 valuations for recording employee stock compensation expenses



TRANSACTION ADVISORY VALUATION SERVICES

- Ownership transfer / Buy-sell valuations
- Valuation assessment for buying or selling a business
- Market research on industry multiples
- Valuation for supporting templated financing transactions



TAX VALUATIONS

- Gift and transfer tax valuation
- Estate tax valuation
- 409A valuation
- Valuation for tax restructuring
- Valuation discount analysis for partnerships & investment companies

With Aprio as your defensive partner, you can spend more time on offensive business development to grow revenue and protect your longstanding client relationships.



LITIGATION SUPPORT

- Dissenting shareholders
- Dispute over the value of a business
- Valuation to support claims of business damages and/or diminished value
- Valuation for divorces
- Valuation of intellectual property infringement



RESTRUCTURING, TURNAROUND AND BANKRUPTCY

- Business restructuring
- Fresh start valuation

We have a depth of experience across numerous industry segments, including, but not limited to:

- Manufacturing & Distribution
- Technology & Blockchain
- Real Estate & Construction
- Financial Services
- Sponsor-Backed Enterprises
- Retail & Hospitality
- Professional Services
- Transportation & Logistics

For more information about Aprio's valuation services, contact:



Carrie Zhou, ASA, CEPA
Partner,
Business Valuation Services
carrie.zhou@aprio.com
[770.353.3024](tel:770.353.3024)



David Zafft, CFA
Director, Transaction
Advisory Services
david.zafft@aprio.com
[770-353-5075](tel:770-353-5075)



About Aprio

Since 1952, clients throughout the U.S. and across more than 50 countries have trusted Aprio for guidance on how to achieve what's next. As a premier, CPA-led professional services firm, Aprio delivers advisory, assurance, tax, outsourced accounting and private client services to build value, drive growth, manage risk and protect wealth. With proven expertise and genuine care, Aprio serves individuals and businesses, from promising startups to market leaders alike.

Aprio.com