

# Enabling Manufacturing and Distribution Business Leaders to Reach Their Next



# Manufacturing growth

## APRIO'S MANUFACTURING & DISTRIBUTION GROUP ENABLES BUSINESS LEADERS TO REACH THEIR NEXT

Today manufacturers and distributors must embrace innovation, advanced technology and continuous improvement to drive profitable growth. Aprio serves the needs of over 300 manufacturers and distributors around the globe - helping them prepare for what's next. Moving beyond traditional tax and assurance, we provide a comprehensive suite of strategic services that help clients thrive. From process improvement and information risk management to transaction advisory services, retirement planning and outsourced payroll services, we partner with clients to achieve success.

### Our comprehensive services include: :

- Tax Planning and Preparation
- Financial Assurance
- Tax Credits and Incentives
- Strategy and Design Services
- Transaction Advisory Services
- Information Risk Management and Assurance
- International Tax
- Outsourced Payroll
- Retirement Plan Services
- Private Client Services

As an integral part of the manufacturing community, Aprio is actively involved in the Georgia Manufacturing Survey, and we founded the manufacturing business forum Next Generation Manufacturing. We leverage these deep industry relationships to provide clients with our best thinking and align them with the resources they need to grow.

Since our founding in 1952, Aprio has developed a deep network of venture capital and private equity firms, investment bankers, law practices and alliance partners at home and abroad. We'll connect you with the resources you need to make things happen.

Let us help you achieve your next.

Adam Beckerman  
Partner-in-Charge, Manufacturing & Distribution

## The benefits of working with us:

**Save Money**  
We annually save clients millions by obtaining federal and state tax credits.

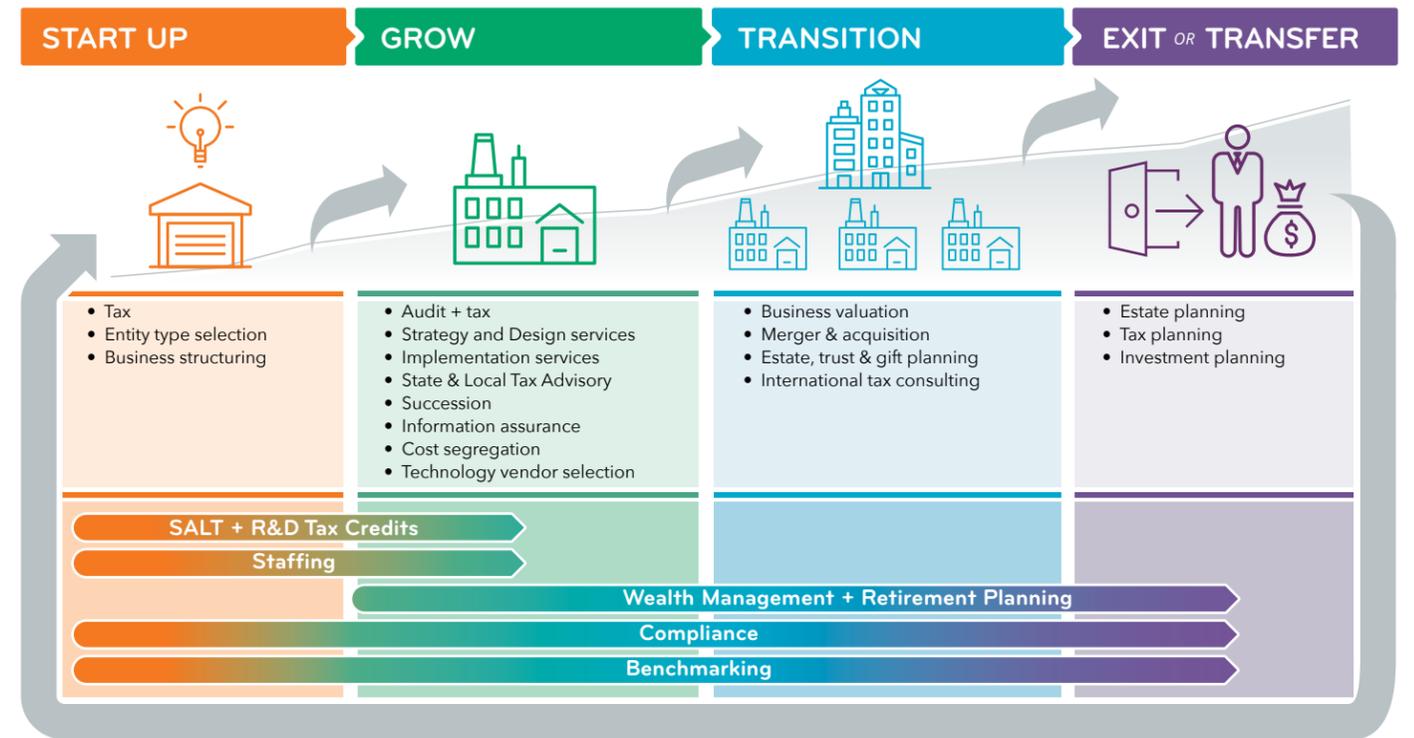
**Mitigate IT Risks**  
Mitigate, transfer and avoid data privacy, security and transactional risks.

**Access Capital**  
Connect with our deep network of venture capital and private equity contacts.

**Expand Globally**  
Leverage our international network and expertise to grow your business at home and abroad.

**Maximize Efficiencies**  
Increase profitability and improve operations

# Comprehensive services and ideas that drive growth



### TAX PLANNING AND PREPARATION

Effective tax management is the lynchpin for managing profitable business growth and personal wealth. The majority of the financial decisions you make have a direct impact on your taxes, so we leverage our full scope of services to ensure your tax strategy supports your business strategy and financial aspirations.

### FINANCIAL ASSURANCE

Provide the highest level of assurance to your lenders and key stakeholders through quality financial reporting with a professional opinion that verifies the accuracy of your financial data.

### TAX CREDITS AND INCENTIVES

Save money that can be re-invested in your business. Manufacturers can take advantage of many tax credits to save money, such as the Research & Development (R&D) Tax Credit, Jobs Tax Credits or Retraining Tax Credits.

### TRANSACTION ADVISORY SERVICES

Looking to acquire another manufacturer? Seeking a private equity investment? We can help you ensure return on investment or prepare for a sale by providing financial and tax due diligence.

### FINANCIAL BENCHMARKING

Find out how you stack up against the competition. Our team will provide a benchmark report that looks at your business performance across 60 financial metrics and compares it to your peers.

### STRATEGY AND DESIGN SERVICES

Achieve measurable bottom-line results and lasting cultural change. We provide leadership development, process improvement methodologies and custom systems and tools that increase your profitability and improve operations.

## INFORMATION RISK MANAGEMENT AND ASSURANCE

Manufacturing companies represent more than 27 percent of companies that suffer cyber espionage attacks. We'll help you develop a comprehensive risk management program that protects your intellectual property and sensitive data.

## INTERNATIONAL TAX

Minimize your global tax liabilities. Our dedicated international group will help you implement tax strategies that are especially beneficial to manufacturers, such as IC-DISC and transfer pricing studies.

## OUTSOURCED PAYROLL

Annually, U.S. businesses amass about \$7 billion in IRS civil penalties due to incorrect reporting, according to Bloomberg BNA. Ensure no mistakes are made and save time by outsourcing your payroll to our tax and accounting experts.

## RETIREMENT PLAN SERVICES

Let us help you avoid risk of potential fines by making sure your retirement plan is in compliance with regulatory standards. Our approach reduces administrative time and costs, and provides ongoing coverage across three key plan areas: investments, risk and education. From filing your plan's tax return to benchmarking and participant education, we ensure your plan remains in lockstep with best practices as regulations and your company continue to evolve.

## PRIVATE CLIENT SERVICES

Synchronize every aspect of your financial life and gain a big-picture view of your complete financial landscape. Your Aprio advisor will coordinate financial, tax, estate and investment planning to reduce unnecessary tax liabilities, mitigate risks and maximize your returns. Get the best possible advice to advance your financial goals and prepare for what's next.

## WE SPECIALIZE IN THE FOLLOWING SECTORS:



Aprio is an integral part of the manufacturing & distribution community, and plays an active role in the following organizations:

- Next Generation Manufacturing
- Georgia Association of Manufacturers
- Manufacturing Services Association
- Georgia QuickStart
- Partnership Gwinnett Manufacturing Section
- Technical College System of Georgia's Manufacturing Appreciation Week

## About Aprio

Since 1952, clients throughout the U.S. and across more than 40 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 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.



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