



# Helping Clients Turn Strategic Goals Into Accomplishments

Crowe® Advisory Services



Middle market and public companies – as well as private equity firms, lenders, attorneys, investment bankers, and high-net-worth individuals – frequently need objective perspective and specialized, experienced talent to get complex jobs done timely and accurately with value-added insight.

Crowe Horwath LLP, one of the largest public accounting and consulting firms in the United States, provides a comprehensive suite of advisory services, including:

- **Transaction advisory services**
- **Merger and acquisition integration services**
- **Restructuring and bankruptcy insolvency services**
- **Valuation services**
- **Forensic services, including investigations, dispute resolution, and business interruption claims**

Crowe senior-level advisers work with you to understand your strategic growth, restructuring, litigation, business preservation, or asset recovery objectives and develop effective plans to accelerate your business goals.

## Transaction Advisory Services

Whether you are on the buy side or the sell side, complexities abound in successful and swift execution of major transactions. Crowe employs a focused and flexible approach with comprehensive and fully-integrated due diligence that provides:

- **Due diligence support.** Pre-deal financial, tax, information technology, and operations due diligence helps identify strengths and weaknesses in critical facets related to the deal. Our thorough approach encompasses a close analysis on risks and opportunities related to assets, capabilities, processes, technology, and more.
- **Deal-structure optimization.** By balancing the accounting, tax, and capital implications, Crowe offers trusted guidance on advantageous ways to structure transactions.

We pride ourselves on being full-service advisers with specialists who can assist clients throughout the entire transaction process, including developing a coordinated negotiation approach, confirming the validity of the strategic

concept, performing a comprehensive due diligence, and executing the integration plan. Crowe has assisted many companies in their growth initiatives through acquisitions, strategic alliances, and cooperative agreements.

Our professionals work with our clients to document the intended goals and anticipated rewards driving the merger or acquisition, and identify and implement the steps required to accomplish them. We subsequently investigate the target's financial strength and results, its marketplace position and risks, and its growth opportunities, then remain with the transaction through the documentation process.

Whatever the situation – an underperforming division, conflicting corporate cultures, managing new technology, or identifying and creating synergies – our transaction advisory services team has the experience to help you realize the objectives of your deal. Crowe has collaborated on more than \$60 billion worth of successful transaction services for well-known global companies, private equity firms, investment bankers, and lenders.

## Merger and Acquisition (M&A) Integration Services

The first 100 days are crucial to attaining the premium typically paid in a merger or for an acquisition. As part of our integrated approach, we help you capture value and minimize the risk by considering integration strategies during the due diligence process.

Crowe delivers experienced resources that hit the ground running, helping you establish a clear integration strategy, identify synergies, and manage change in your new organization. Our M&A integration approach includes:

- **Integration Planning.** Prior to closing, rapidly develop a detailed integration playbook that assesses the opportunity, engages your teams, mitigates risks, and targets synergies.
- **Integration Management Office.** Manage and execute the first 100 days after the deal closing, with a playbook to address synergies, communications, IT, HR, and all major functional areas – focusing on speed, accountability, and results.
- **Optimization and Audit.** Assess your historical integration performance and effectively build the longer-term road map, prioritizing critical initiatives that drive business results and support the organization's strategy.

Our M&A integration advisers use a proven methodology that helps to accelerate effective transitions. In addition, Crowe offers knowledge transfer to strengthen organizational competencies for future acquisitions.



## Restructuring and Bankruptcy Insolvency Services

Healthy companies evolve with the markets – adjusting corporate strategy, capital structures, and operational capabilities to adapt to internal and external change. However, when market instability and pressures intensify, even historically high-performing organizations may falter.

Our restructuring and insolvency services professionals quickly evaluate the situation and employ appropriate skills to deal effectively in out-of court situations and with bankruptcy court matters.

### Restructuring Advisory Services

In cases of business decline or a full-blown crisis, restructuring is frequently essential for stabilizing the company. If you have a stake in a business facing urgent challenges, Crowe provides a full range of restructuring services, including:

- **Financial restructuring** to deliver greater value for stakeholders
- **Operational consulting** to re-establish sustainable cash flow and improve long-term viability
- **Crisis management** to clarify direction for the path forward
- **Interim management** to bridge crucial gaps in leadership

Crowe has experience working with distressed companies as well as financial institutions, insolvency attorneys, and other advisers leading restructuring efforts in trustee positions, advisory roles, and as interim members of the senior management team.

### Bankruptcy and Insolvency Services

Trustees, bankruptcy attorneys, and their clients require a wide range of specialized services in order to salvage value from insolvent enterprises. Crowe professionals frequently serve as trustees as well as financial advisers to trustees, receivers, debtors, and creditors' committees during bankruptcy procedures for reorganizations and liquidations.

In addition, our professionals have served as Receivers, Examiners, and Corporate Restructuring Officers, as well as Liquidating Trustees, Disbursing Agents, Special Masters, and financial advisers for evaluating and distributing the assets of insolvent estates.

We have extensive knowledge and experience in a variety of industries and offer a range of services, including asset recovery, debtor-in-possession representation, analysis of fraudulent conveyance, and assignee representation.



## Valuation Services

Crowe offers a full spectrum of valuation services to meet client needs in connection with business combinations, M&A, transaction structuring, tax planning, financial reporting, litigation support, and asset value maximization.

Our team approach to valuations combines the knowledge of our industry-focused professionals with the financial expertise of our valuation professionals. Crowe provides a comprehensive set of services to meet the needs of public and large privately held companies, wealthy individuals, and financial institutions.

These services include:

- **Financial reporting** in connection with business combinations, goodwill and asset impairments, or equity incentives
- **Tax planning and reporting**, including estate and gift tax planning, as well as corporate restructuring
- **Analyzing potential acquisitions**, combinations, joint ventures, or other transactions
- **Investigating lending and capital formation**
- **Addressing litigation challenges**
- **Resolving business interruption** claims

Our valuation specialists hold numerous certifications from professional associations, and are involved in the valuations community through active participation in the CFA Society, Appraisal Issues Task Force, and American Society of Appraisers.



## Forensic Services

As investigations and litigation grow in complexity, specialists are needed to analyze intricate financial data, weave it into a cohesive whole, and, as necessary, articulate findings to counsel, courts, and clients.

Crowe forensic professionals use insight and broad technical and industry knowledge to cut beneath the surface, helping uncover the real story behind the numbers. Whether assessing liabilities or damages, Crowe can assist through litigation support, alternative dispute resolution, business interruption support, and fraud investigation services.

Our litigation and alternative dispute resolution services include:

- Accountants' liability and damages
- Arbitration and mediation
- Breach of contract damages
- Breach of fiduciary duty, liability, and damages
- Business interruption claims
- Class actions and claims administration
- Dissenting shareholder disputes
- Employment and personal injury damages
- Healthcare cost studies
- Insurance claims
- Intellectual property damages
- Marital dissolution disputes
- Purchase price disputes
- Securities law violations

Crowe offers the following fraud investigation services:

- Asset misappropriation
- Background and asset searches
- Electronic data anomaly detection
- Electronic evidence recovery and preservation
- Fraud vulnerability assessments
- Fraudulent financial reporting
- Loan or vendor fraud
- Reconstruction of financial records

By choosing Crowe, you gain access to certified public accountants, certified fraud examiners, and information technology specialists with certifications in forensics technology and forensic accounting. In the event of litigation, Crowe can articulate findings to a judge, jury, or an arbitrator through clear, convincing expert testimony and compelling presentations.

## Technology Capabilities

Our team of seasoned forensic technology specialists is equipped with the knowledge and tools to help defend you and your company from hazards related to data in a litigation context, assist with proactive measures to help protect sensitive information, and pursue investigative options when your company's data has been exposed. We offer a suite of forensic technology services, including digital forensics, data analysis and data mining, and e-discovery to extract pertinent data.



## Highly Experienced Resources When You Need Them Most

For more than three decades, Crowe has provided advisory services that help clients triumph over financial and transactional complexity.

What differentiates Crowe? At larger firms with higher overhead expenses, senior-level talent typically focuses on selling jobs. In contrast, Crowe senior-level professionals deliver executive-level support and guidance throughout the entire engagement. We like to say that what differentiates Crowe is that you actually will see our senior-level personnel working on your project after the sales process. Consequently, individuals and companies benefit from thoughtful and incisive advice delivered by people with a thorough understanding of the key issues.

In addition, professionals from independent member firms of the Crowe Horwath International network expand the breadth of Crowe Horwath LLP to assist with global issues. Our global corporate advisers provide guidance on cross-border finance, from transaction support and deal structuring to accounting compliance, tax consulting, and M&A integration. With the assistance of Crowe Horwath International member firms, Crowe Horwath LLP has provided advisory services to clients in more than 30 countries.



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## Crowe Horwath LLP, The Unique Alternative®

Crowe Horwath LLP ([www.crowehorwath.com](http://www.crowehorwath.com)) is one of the largest public accounting, consulting, and technology firms in the United States. Under its core purpose of "Building Value with Values®" Crowe uses its deep industry expertise to provide audit services to public and private entities while also helping clients reach their goals with tax, advisory, risk, and performance services. With offices coast to coast and 3,000 personnel, Crowe is recognized by many organizations as one of the country's best places to work. Crowe serves clients worldwide as an independent member of Crowe Horwath International, one of the largest global accounting networks in the world. The network consists of more than 200 independent accounting and advisory services firms in more than 120 countries around the world.

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