

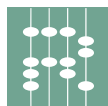
Technology Industry Services

| INDUSTRY |



Helping **forward-thinking** companies think ahead.

In the technology industry, your business goals can change as fast as the products and services you provide to customers. Reznick Group helps technology companies implement smart financial strategies to keep them moving forward in a dynamic marketplace.



**Reznick
Group**

ACCOUNTING • TAX • BUSINESS ADVISORY

Technology Industry Services

The days of a single mainframe processing batch-order transactions in a back office have given way to complex, distributed computing models offering businesses access to more data, IT services and processing. The technology advancements enabling these changes are also opening new doors for technology companies to create revolutionary business models and service offerings.

These new strategies and service offerings can add complexity to accounting and tax requirements. This is where technology companies can benefit from Reznick Group's technical accounting, audit and tax experience.

Since the tech boom of the 1990s, Reznick Group has provided accounting, tax and business advisory services to a broad range of technology companies. We understand the business issues facing emerging-growth technology companies, from pre-revenue to mature businesses with significant revenue traction. Our services can help these market participants execute and refine their business models, develop and streamline day-to-day operations and address their tax and compliance needs.

Constant Change Requires Tech-Savvy Accounting

The effects of new and ever-changing revenue recognition models have had widespread implications for technology



companies from the financial reporting and internal resource perspectives. Reznick Group has addressed a variety of revenue recognition issues, including accounting for software sales and services, percentage of completion accounting, gross versus net revenue recognition, and software and non-software-centric multiple-element contracts.

Reznick Group also helps technology companies through mergers and acquisitions by providing due diligence services as they evaluate merger and acquisition targets. We can access professionals from our valuation and transaction advisory group to perform purchase price allocations, impairment analysis and enterprise valuations.

Reznick Group — Your Technology Industry Team

Reznick Group works with technology companies of all sizes, from early-stage to mature companies serving regional, national and international markets. Our clients include angel-funded, venture capital-backed, private equity-financed and publicly traded companies. Our industry insights and fine-tuned accounting oversight are designed to help your company grow, maintain financial and regulatory compliance and capitalize on opportunities.





Our Services

- Audits and assurance
- Revenue recognition advisory
- Technical accounting support
- Valuation
- Preparation of income tax provisions
- Tax compliance, planning and structuring
- Financial and operation due diligence and acquisition analysis
- Compliance with Section 404 of Sarbanes-Oxley (SOX)

Learn More:

Including Reznick Group as part of your team will provide you with access to deep industry knowledge and experience.

For more information on how your company can benefit from our services for the technology industry, please visit us at:

www.reznickgroup.com/technology

Case Study: Technology Company

Client

A publicly traded technology company with global business operations.

Situation

The company serves a large multinational customer base and enters into complex contracts with multiple deliverables. The accounting issues related to execution of these contracts were very challenging. The company had difficulty in applying the proper revenue recognition to the contracts. It was also dealing with several acquisitions that required financial advisory and due diligence services, third-party valuation services and assistance with the allocation of the purchase price. The company also needed to ensure it was Sarbanes-Oxley Section 404 compliant.

Challenge

The company's internal financial resources were stretched very thin. Because of this, and the decentralized nature of the company's operations, our team had to work with many groups within the organization while keeping the CFO and audit committee apprised of progress and issues. We also needed to complete the engagement in sufficient time to allow the external auditor to review and comment before the company's filing deadlines.

Reznick Group Solution

To meet the client's needs and deadline, Reznick Group concluded that the most effective and efficient approach was to bundle our services together as an outsourced internal audit. By doing this, we could provide the required services, report to management regularly, and allow the external auditor to use our work.

Results

The client received the benefit of having one accounting firm as the single point of contact for its services and the resolution of any issues. By leveraging Reznick Group's resources and technical experience, the company's audit committee was assured of the financial integrity of the contracts the company was executing.

About Reznick Group

Reznick Group is a top 20 national CPA firm providing accounting, tax and business advisory services to clients nationwide. The firm's industry experience includes affordable housing, financial services, renewable energy, healthcare, nonprofits, professional services, commercial real estate and technology.

For more information, visit:
www.reznickgroup.com