

PINE HILL GROUP



Your one source for finance and accounting support.

HOW CAN YOUR BUSINESS
MAKE MORE MONEY?

START BY MANAGING
WHAT YOU HAVE.

CONTROLLERSHIP SERVICES





OUR CLIENTS VALUE US.

BUT MAYBE WE SHOULD LET THEM TELL YOU IN THEIR OWN WORDS.

“I quickly realized that the people at the Pine Hill Group were able to offer much more than regular controllership duties. Actually, Steve worked for us more as an advisor to our CFO. Technical startups are often under-funded these days, so we needed someone who could do much more than simply pay bills. They had to be able to perform not just regular accounting, but to integrate the numbers and give us answers and options. Steve made the numbers operationally sound and set up contingencies, not only A but B and C. These guys offer far more than technical accounting skills—they're great strategists.”

— **James L. Trichon**

President & CEO, Cloudtech Sensors, Inc.
Public Technology Company Taken Private

“We had an opening on our corporate team, but for cost reasons we were looking for an interim solution rather than a permanent hire—someone to help during crunch time with a little more experience than we had in some areas. Steve Nardi had been in public accounting as an audit partner and his technical expertise is extremely high. He hit the ground running, was self-sufficient and immediately became a contributing member of the team.

We typically deploy capital in growth-stage businesses but as a publicly-held company, we have zero tolerance for error. Steve's suggestions were great, including automating processes that made us not only more accurate but more efficient. He also has great people skills. The Pine Hill value equation for us has been fantastic.”

— **Jeff McGroarty**

VP of Finance and Corporate Controller,
Safeguard Scientifics, Inc.
Technology and Life Sciences Holding Company

“These guys offer far more than technical accounting skills—they're great strategists.”

“Two years ago, we were a relatively young company, but had expanded rapidly through 5 acquisitions in one year, and it was almost like too much growth at once. We needed to expand the financial services we provided to meet the needs of our growing company, and Pine Hill helped us to bridge that gap. First we brought in Steve and then later on we got to know Chuck, and at various points we've been helped by other members of the Group.

From a cost standpoint, they gave us guidance at a high level, with virtually no learning curve. You're getting the benefit of their long expertise and in particular, their help with things you hadn't seen coming. They don't have tunnel vision because they're dealing with other kinds of clients all the time, not just one industry. In fact they told us about opportunities we could take advantage of that we hadn't thought about.”

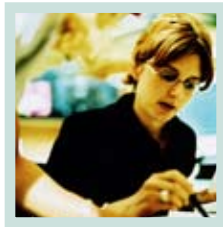
— **Mike McGlone**

Corporate Controller, RecoverCare, LLC
\$100 Million Healthcare Services Firm

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So you've decided to get a controller. Why not get a lot more?

Is your organization ready for dynamic growth? Maybe you're a startup. Or, you're an established firm that senses your opportunities could be enhanced by bringing in new skill sets.



Either way, it's a fact: for businesses to increase beyond a certain size, having a controller is essential. Your CEO and CFO should be able to spend time planning and making policy decisions. Whether you need to attract investors, account for transactions properly, or stay on top of cash flow, a controller will take on many day-to-day matters. Ideally, your controller should also be able to provide you with a 360° view of the financial health of your business. But what if your budget won't allow for a full-time hire, or you can't find the kind of talent that you need?

You can afford a controller. In fact, you can afford a great controller.

At Pine Hill Group, we can provide staff on an as-you-need basis with skill sets at any level, including controller and interim CFO services. More often than not, we are recommended to companies by their peers, by auditors or by our clients.

Our controller will ensure that your company is running smoothly. We'll help you to get the most out of your accounting software. If you're trying to build your financial department, we'll help you to make

better hires. Your financial reports will be prepared in a professional and timely manner and you'll understand your risks, insurance and taxes. Above all, you'll be in complete control of your cash flow.

Why use the Pine Hill Group?

There are two short answers to that question: one, we're extremely cost-effective; and two, good people are hard to find. We'll provide you with tailor-made service that fits your immediate budget. You can engage us for a few days a month, have us run your financial office for several months, or receive our guidance in supplementing your own staff and financial officers to help them get through changing situations.

Chances are excellent that you'll continue to retain our services.

The feedback we receive from our clients is that we've been able to help them identify revenue drivers and overcome situations they hadn't foreseen. Our fee structure and abilities to jump quickly into complex or brand new business environments are simply part of the package we offer, and those benefits make us cost-effective. If you want, we'll even help you find staff who can step in to fill our shoes when you're ready to hire full time.



You need a controller who can help you to:

- work with new bankers, partners and auditors
- help you build a finance department
- advise you on complex and changing regulatory issues
- implement procedures that enable you to have information at all times
- make sure taxes are being paid in the most advantageous manner
- prepare you for boards and audits
- maintain the financial history of your company



With the right financial information, you can make better decisions.



Controller services that you can count on.

- **Day-to-day financial operations**
- **HR matters** – helping you hire and maintain staff
- **Implementing new accounting procedures** – fundamentals
- **Cash flow maintenance** – tracking receivables and collections
- **Payroll** – processing and advising you on tax consequences
- **Financial models** – analyzing budgets and updating activity
- **Choosing accounting systems** and preparing for audit
- **Introducing staff to new accounting systems**
- **Reports** – preparing timely financial reports

It pays to have access to experience.

- We provide only seasoned professionals, generally at the partner level, or who report directly to our partners.
- Our fee structure gets you the very best, but at great cost efficiency.
- All Pine Hill Group partners and team members have worked not only for the elite accounting consultancies, but have experience within industry, working directly for leading companies.
- Compliance expertise. It's not only a buzzword, for public companies it is critical to report finances correctly to auditors or boards. When you work with us, you are automatically purchasing GAAP familiarity and the latest industry and tax practices.



Call the Pine Hill Group today at
(610) 456-9654

Whatever the business climate,
it's good to have experts on your side.
Let's talk about the way our services will work to
let your business run more smoothly today
while paving the way to a successful future.

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GROUP

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