

# PINE HILL GROUP



*Your one source for finance and accounting support.*

WHAT MAKES A GOOD DEAL  
INTO A GREAT ONE?

TRY EXPERIENCE.



TRANSACTION ADVISORY SERVICES



## WE HATE TO BRAG. SO WE LET OUR CLIENTS DO IT FOR US.

“We bring in the Pine Hill Group to work with the small and mid-sized companies we acquire. Often, the companies have done really well for their size, but don't have the financial infrastructure to support our growth plans and compliance requirements. We rely on Pine Hill to help us bridge the gap by leveraging not only their technical accounting expertise but also their operational experience, which I find to be particularly unique. They not only drive value, but also give me partner-level support from beginning to end, and all the deliverables are board-ready. I value what they do for us tremendously.”

– **Barry Smith**

CFO, Entrepreneur Partners  
Philadelphia-based Private Equity Firm

“Looking back—our transaction was unique and complex and a non-recurring situation for us. Chuck Jacobson constructed the opening balance sheet and carried on until the final year-end closing. He set the stage for clean continuance for subsequent years. What I like about him is that he'll take on anything, from the conceptual to the granular. In fact, he's on retainer. I refer to him as the GAAP Doctor.”

– **Al Thorpe**

CFO, Brooks Instruments  
\$100 Million Private Company

“They not only drive value, but give me partner-level support from beginning to end...”

“The fact that he had been a partner in a big firm gave me assurance.”

“Steve Nardi would be the first person I'd call in another transaction. When we were in the process of buying a company that was literally twice our size, a colleague recommended PHG for fast and thorough due diligence. Steve was wonderful to work with. He had the right personality for dealing with both teams before and after the purchase. I kept him on through the entire integration and the first audit. The fact that he had been a partner in a big firm gave me assurance that I could hand papers to the auditors that they'd accept.”

– **Ellen Purdy**

CFO, SDI Health LLC.  
\$140 Million Private Company  
Board of Advisors of the CFO Alliance and Member of the Association for Corporate Growth

“Typically we do four or five deals a year and we use Pine Hill Group as a critical part of our team. I first hired them when we had to execute a particularly complicated multi-national carve-out situation. With accountants, you tend to get those who are really great on the technical side, but not as good at the operational. Chuck is one of those rare professionals who performs extremely well on both aspects. He's my go-to guy for helping our new portfolio companies get their accounting and reporting in order.”

– **Paul Bamatter**

Partner and CFO, American Industrial Partners (AIP)  
\$400 Million Private Equity Firm

## Get a transaction advisory firm on your side that understands the totality of M&A.

There's no question about it: mergers and acquisitions are intricate processes, and every single deal has its own unique characteristics. Joining companies together will inevitably involve complications—multiple sets of accounting and reporting, two management systems, different corporate cultures and procedures. Those factors apply whether you're the acquirer or the target company. We understand that the metrics of each deal vary, and that only with the right information and guidance can our clients arrive at the results they need to achieve.

## In a deal, you want us on your side.

Determining the right course of action in a merger is a function of experience and understanding the changing realities of the new marketplace. Decisions have to be made in real time, while business is actually happening. And in today's regulatory environment, carrying out a deal is more than a matter of simply avoiding mistakes—getting it wrong could make merging the two companies prohibitively expensive. We'll serve your interests at any stage of the deal.



## It's about the meaning behind the numbers.

With the right team on your side, a deal will be a much smoother process for both companies. You'll also create



a stronger new entity, one with systems in place for future financial reports that yield more meaning and enable more accurate analyses and forecasts.

At the Pine Hill Group, you might say that we routinely go many levels below the surface numbers to help our clients. Our accounting experts have a combined experience in merging over \$4B of business, for companies large and small, national and multinational.

## Trust is a critical component, along with practicality.

We not only supervise and advise—we're down in the trenches with your staff. If necessary, we can implement a team of hand-picked professionals or we can function as your CFO through a transitional stage. Things that might be highly challenging for regular accountants are our daily bread.

## We deliver a better deal.

Our clients keep coming back to us not only because we get the work done properly, but also because our efficiency makes our fee highly worthwhile.



## Some truths about every Mergers & Acquisitions transaction:

- No two deals are exactly alike. A pillar of our service is that each set of circumstances must be examined closely to find the hidden values and identify possible problem areas up front.
- Your company deserves attention from senior managers. You need knowledgeable professionals who make it an absolute priority to become an extension of your management in representing your interests, from beginning to end.
- Compliancy requirements change frequently. GAAP is our stock in trade. We offer up-to-the-minute familiarity with regulations, and we understand what auditors need to see. In fact, in many cases it's the auditors who have recommended us to new clients.
- Unique issues can be overcome. Challenges are inevitable, and so is working through them. We know how to pre-empt snags. Experience has taught us how to counter negativity on the part of boards and employees, how to establish accounting systems where fewer infrastructures formerly existed and how to join different sets of data and information.



### Our M&A Services cover you whenever you need help:

- **Due diligence** – getting you the full story
- **Proposal letters** – preparing terms
- **Reviewing contracts** and allocating resources
- **Transition** – meshing companies, national and international
- **Revenue recognition** – finding revenue drivers
- **Choosing accounting systems** and preparing for audit
- **Assembling a permanent team** for the new entity
- **Introducing staff to new accounting** and preparing for audit
- **Reports** – board-ready financial reports

## What the Pine Hill Group offers that you probably won't find with our competitors:

- We provide only seasoned professionals, generally at the partner level, who have helped a multitude of companies through complex mergers.
- Our fee structure gets clients the very best, but at great cost efficiency.
- Partners and team members have worked not only for the elite accounting consultancies, but have accumulated experience within industry, working directly for leading companies.
- Compliance expertise. No matter how your organizations have been set up before the merger, whether you have extensive infrastructure or none at all, our people will closely assist your people in the integration.
- Audit readiness. We'll continue working hand-in-hand with you, and your auditors, in reviewing the deal and determining how to account for the transaction throughout the coming year.



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

Let's have a confidential consultation about your goals and plans. It's time you had a company working on your side that can handle your success.

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