

## TRADE

### IMPORT COMPLIANCE

With the passage of the Mod Act, importers bear the burden to correctly quantify value, classify, and comply with all import laws. U.S Customs & Border Protection [CBP] has initiated aggressive auditing programs granulating down to statistical data fields, in an effort to make companies aware of the seriousness of national import compliance. The fines, penalties and forfeitures can be steep, including business interruption as the CBP will inspect and warehouse your shipments once you are deemed an 'unacceptable risk'.

### EXPORT COMPLIANCE

Fact about Export Compliance; once the exporter has made an error, it cannot be corrected. US trade control laws, regulations, and procedures can present a daunting challenge to experienced global corporations and a disconcerting obstacle to small and medium-sized exporters. Because of the costs of noncompliance can weaken, disrupt and cripple your organization, compliance with US trade controls is smart business. BIS strongly recommends that exporters of all sizes establish an Export Management System to ensure that their employees are aware of the regulations and follow a documented procedure for each export transaction.

### CROSS-FUNCTIONAL ORGANIZATIONAL SOLUTIONS

We work in collaboration with your centralized and decentralized accounting departments and systems, business unit functionalities, legal, tax and trade departments. We provide you with the narratives required under Sarbanes-Oxley.

### ABOUT L&V Partners:

L&V's seasoned financial business professionals equip your business with viable concise, practical applications that protect assets and shareholder wealth. Our practical approaches help you define and focus on critical success factors affecting your business. As an example, we provide solid, smart, and concise expertise in tax, treasury and international trade; business contract review; human resource applications such as executive coaching and mentoring; supply chain trade compliance, interim executives, financial and accounting projects.

Our professionals work closely with your internal staff and external partners. A practical approach is applied to each engagement. L&V's innovative programs combined with sensible application furnishes you with the ability to make the most comprehensive and well-informed decisions.

## Overview

### Non-attest services:

- Treasury practices, policy & procedures.
- Treasury cash management initiatives.
- Treasury risk management initiatives; including hedging practices.
- Merger and acquisition diligence, consulting and business combinations.
- International Trade Compliance reviews.
- Sarbanes-Oxley [SOX 404] reviews.
- Audit Committee and Board Package preparation.
- Effective tax rate consulting FASB ASC 740
- Comprehensive FIN48 Studies.
- 10Q & 10K preparation.
- Tax planning initiatives.
- Research tax credit analysis.
- Transfer Pricing analysis and studies.
- Foreign Direct Investment strategies.
- Stock basis/earnings & profits studies.
- Repatriation planning.
- Net operating loss (Section 382) documentation and planning.
- Tax accounting methods planning.
- Jurisdictional audit defense strategies.
- Accounting & Finance support; Interim CFO.



*L&V Partners provides tactical and strategic support in the areas of tax, treasury, and international trade. We exist to protect and maximize a company's assets with the highest integrity.*

L&V Partners  
Andover, MA 01810  
tel: 978-749-9900  
info@l-vpartners.com  
www.l-vpartners.com

# Financial Solutions to Build a Better Bottom Line.

L&V's commitment to excellence is inherent within our organization. Our team consists of motivated, dedicated and highly skilled professionals.

## Integrated Disciplines

### TAX ADVISORY

#### FINANCIAL DISCLOSURE

Quarterly and year-end financial tax disclosures require comprehensive knowledge, skilled experience, practical application, preparation for internal review and anticipation of external auditor requests. Evidentiary documentation to support the transparency of your tax calculations is not optional. Whether you utilize a spreadsheet-based workbook for your provisions or a specific tax provisional application software, L&V's solid tax team guides you through all aspects of FASB ASC 740, GILTI, APB23 and ASC 450 (FAS5) calculations.

#### STRATEGIC PLANNING

Earnings per share [EPS]. Investment Analysts measure everything against what drives EPS. CFO's translate their profit and loss statements by earnings per share. Internal and external performance goals are associated with EPS. Foreign direct investment strategies for business operations are derived from economic scale and scope, which drives EPS performance. Earnings per share measures the health and well being of a company. Effective tax planning can add significant value to the bottom line and move earnings per share by several points. Therefore, it is prudent to have a sound and effective tax strategy envisioned for your company. L&V's tax planning recommendations, implementations and executions, are customized to tactically fit in with your business operational strategies.

#### SECTION 382 & 383

Section 382 of the code and accompanying Treasury regulations require that a loss corporation calculate increases in the percentage of stock ownership of 5-percent shareholders to determine whether an ownership change occurred. Turn to L&V's expertise to guide you on next steps.

#### TRANSFER PRICING

We understand the complexity of transfer pricing regulations. From an inbound and outbound service perspective we analyze both sides of the transaction and test for applicability under the arms-length transactional rules. We review, analyze, execute and support:

- Transfer pricing studies.
- Contemporaneous documentation requirements including benchmarking, comparables and functional economic analysis.
- OECD considerations.
- Business model strategies.
- Affiliated legal agreements to fit your business models.
- Parent company master service agreements.
- Measurement of effectiveness; E&P analysis.
- Intellectual property transfers, value & protection.
- Audit management positions and responses.

#### AUDIT DEFENSE

Having difficulty managing an audit? Don't allow a jurisdictional audit to soak up valuable resource time. Let us take the burden from you and control the audit plan. L&V professionals have a proven track record managing and reporting favorable outcomes to direct [income] and indirect [sales/use, VAT, duty, GST/PST] tax audits. We collaborate with your financial team(s) to source and document vital information. We can assist you with an appeals draft or protest response. We serve both inbound and outbound clientele.

## TREASURY

### CASH AND LIQUIDITY MANAGEMENT

Through the use of our programs, policies and practices, the results you achieve will increase operational efficiencies, improve margins by driving down transactions costs, improve investment performance and potentially reduce borrowing needs..

- Domestic and International Cash Management of liquidity on a global basis - Our programs enhance local operations through centralization of parent shareholder control.
- We evaluate each banking platform and collaborate with your banking providers.
- We will provide feasibility and scorecard the benefits of: regional treasury models, netting, pooling and re-invoicing arrangements, related party lending, receivables financing, factoring and outsourcing.
- Short and long-term investment portfolio management, and funding options based on investment policy and strategy, including specific country considerations.
- Our strength with the application of statutory and tax regulations, jurisdictional banking and commercial regulations, and cultural considerations enable us to provide practical and concise solutions for your business.
- Our business models will simplify the reporting process.
- Debt management - We evaluate your specific short and long term needs.
- Bank Service arrangements - We will evaluate your existing banking partners to optimize their efficiency.

### RISK MANAGEMENT

As the challenges and demands under FASB and IFRS define financial disclosures, we interface with your treasury and financial accounting departments to optimize their efficiencies within your organization. We define and enable effectiveness measurement of derivatives under ASC 815 (FAS133)/IAS39 reporting.

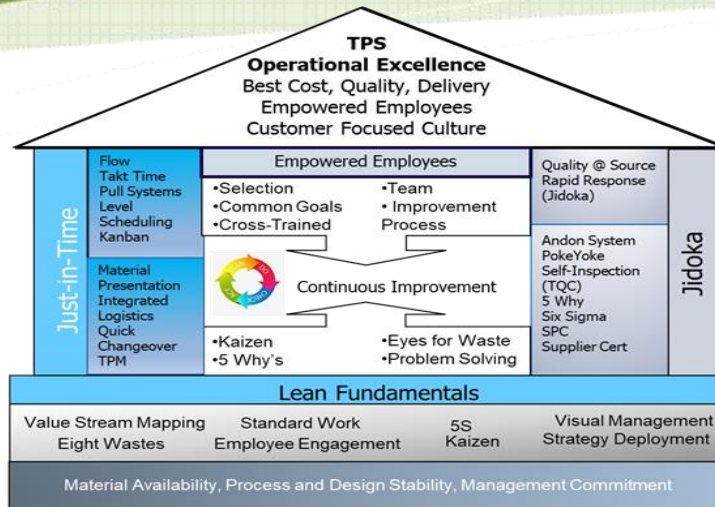
- Feasibility of your current hedge practices and procedures.
- Identification of a risk profile, sensitivity analysis and appetite for level of risk
- We will develop, and execute policies and procedures.
- Identification and mitigation of exposures
- Measurement of exposures – As ASC 830 (FAS52), ASC 815 (FAS133), IAS39 define reporting parameters, we have developed business models to meet your financial reporting requirements.
- Insurance package - We take charge of broker bids for your corporate insurance program. We will perform RFQ's, valuate the provider responses, and report our findings using bench marking within your industry. We make the appropriate recommendations to bind to your Corporate Governance or Audit Committee.

PREPARE FOR SUCCESS®

L&V Partners  
Andover, MA 01810  
tel: 978-749-9900  
info@l-vpartners.com  
www.l-vpartners.com

# Lean Manufacturing Solutions to Build a Better Bottom Line.

L&V's commitment to excellence is inherent within our organization. Our team has added motivated, dedicated and highly skilled Lean Implementers that are Lean and Six Sigma Certified



L&V Partners has added Continuous Improvement experts in 2023. These consultants have significant Lean Implementation success in many functional areas. Functional areas include Manufacturing, Engineering, Calibration, Supply Chain, Material Logistics, and Machine Shops. The support has included, but not limited to Medical, Aerospace and Defense companies

## Training and Guidance Available

### Basic Training

- Basic Lean Training
- Lean Maturity Assessment
- Lean Steering Committee
- 5S Workplace Organization
- 8 Wastes
- Kaizan Event Guidelines
- Tracking Centers
- Visual Management
- Manufacturing Flow
- Schedule Systems

### Intermediate Training

- Value Stream Mapping
- Poka-yoke (Mistake Proof)
- Total Productive Maintenance
- Pull and Kanban Systems
- Spaghetti Diagram

Training for Design to Production  
3P / Production Preparation Process  
APQP

### Advanced Training

- Jidoka System
- SMED (set-up time reduction)
- Six Sigma
- SPC
- PFMEA
- DMAIC
- APQP

## Do you want to be a Lean Organization?

Lean Organizations have proven to reduce Lead Time, Cost and Improve Quality

### HOW?

- Baseline Manufacturing (Utilize LMA)
- Develop plans for improvement opportunities
- Guidance as needed
- Basic Lean Training
- Develop Plans for Organizations immediate training needs
- Advanced Lean Training
- Develop Plans for Sustainment