

## Manufacturing Industry Practice

Sensiba San Filippo's (SSF) manufacturing industry practice serves a wide range of companies from start-ups to multi-nationals. Our practice includes many sectors of manufacturing including food and beverage, clean technology, consumer products and equipment manufacturers.

With a deep understanding of the nuances and challenges facing companies in the manufacturing industry, the SSF team provides guidance and technical expertise to our clients on accounting, tax and operational issues.

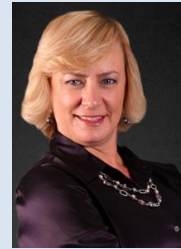
### REPRESENTATIVE COMPANIES SERVED

- All Weather Insulated Panels
- Cellotape
- Optimum Design
- Quick Mount PV
- Semiconductor Tooling
- XXT, Incorporated
- Checkpoint Technologies
- MASS Precision
- Peco Controls Corporation
- Responsible Metal Fab
- Xlumena
- Yield Engineering Systems

### ABOUT SENSIBA SAN FILIPPO

SSF is a leading regional accounting, tax and business-consulting firm focused on providing superior service and expertise to clients throughout Northern California. Our firm has the nimbleness of a boutique-consulting firm, the deep expertise based on over 35 years experience, and a sophisticated client service approach. Our firm includes 18 partners and approximately 120 additional professionals across six Bay Area offices in Pleasanton, San Mateo, San Jose, Morgan Hill, Oakland and San Francisco.

In addition, SSF is a member of Kingston Sorel International ([www.ksi.org](http://www.ksi.org)), a global network of regional accounting firms, with presence in over 60 countries. KSI was formed to help its members better serve the global needs of their clients engaging in international business transactions by providing an international resource for accounting, consulting and taxation services as well as referrals to local service providers.



**Karen J. Burns**  
Manufacturing Industry  
Practice Leader

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Karen is an Assurance Partner with Sensiba San Filippo (SSF) and leads our manufacturing industry practice. She has over twenty-five years of experience providing financial and business consulting services to companies in the manufacturing sector and has a wealth of experience identifying opportunities, challenges, and trends.

Recognized as an industry expert, Karen's work, commitment and passion led her to co-found the East Bay Manufacturing Group (EBMG), a forum that offers peer to peer networking and industry insights to C-level executives.

Karen identifies financial and tax opportunities that are consistently under-leveraged by manufacturers such as Enterprise Zone credits, research and development credits, derivative use and international accounting solutions. Such information is essential for companies to enhance growth, manage risk and supplement their bottom line.

Karen's involvement in the manufacturing community enables her to identify and share trends in the industry including the increase in organic and natural foods, venture capital as well as private equity investment hot spots, and the increasing importance of building a "Green" brand. Local industry groups, as well as national publications such as Bloomberg BusinessWeek and MarketWatch, seek her perspective.

# SENSIBA SAN FILIPPO

CERTIFIED PUBLIC ACCOUNTANTS AND BUSINESS ADVISORS

## SSF SERVICES

### Assurance, Advisory & Review

The SSF Assurance team provides Financial Statement compilations, audits and reviews for the benefit of company management as well as to provide the reliable, standardized, accurate reports to interested stakeholders — its creditors, investors, vendors, or even potential acquirers. Our professional's will help you to prepare and proactively anticipate what vendors will need as they assess your company, and to best prepare in response to any questions or feedback.

### Tax Planning & Compliance

SSF's tax team arms clients with the tax knowledge and analysis to both manage risk and leverage opportunities best suited for their business to prosper. Our active involvement in KS International provides access to local tax and business practices in over 60 countries across the globe. The team provides comprehensive tax planning and compliance services, including all preparation and filing requirements, and procurement of applicable tax credits.

### Small Business Services

SSF's Small Business Services team helps businesses of all sizes produce timely, meaningful financial statements providing substantive and accurate information for decision making. The improved process and timeliness achieved through working with our team may also help reduce the costs of an annual financial statement review or audit. Services include:

- Periodic financial statement compilation / preparation
- In-house close assistance, process development and standardization
- QuickBooks training / bookkeeping services
- Fixed asset / depreciation projects
- Accounting training
- Account reconciliations
- Chart of accounts setup and / or review

### Business Process Assurance

Our Business Process Assurance Group assists clients in increasing the reliability and consistency of information produced by their business processes and IT systems. Our practice assists companies in establishing processes and controls necessary for assurance of information reported to both internal and external stakeholders.

- SSAE 16 (SOC 1)
- SOC 2 & 3
- WebTrust
- HIPAA Compliance
- ISO 27001 Compliance

### Mergers & Acquisitions

As a leading accounting firm, SSF is well-versed in the intricacies of M&A transactions - whether clients are looking for a successful buyout or to prepare for an acquisition, SSF can advise you through the process ensuring that decisions are made with your best interests in mind. Services include:

- Business plan preparation
- Tax planning
- NOL leverage / planning
- Recasting historical financial statements
- ESOP consultation and planning
- Exit strategy development and implementation
- Offer evaluation
- Team selection
- Transaction negotiation
- Due diligence / Target assessment

## OUR TEAM TO SERVE YOUR NEEDS



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