

# Adding Value to US based CPA Firms

Valueonshore Advisors assisted US based CPA Firm in buy side and sell side Due Diligence of companies operating in varied industries.

## ABOUT THE CLIENT

US Based Top 20 CPA firm proving buy side and sell side due diligence services.

## BUSINESS CHALLENGES

The Client wanted to create the Databook and due diligence report using a customised approach. Moreover, the client was facing challenges with meeting peak workload timelines while ensuring the quality of deliverables as there were various intricacies involved in updating both the Databook and the reports.

Some key aspects of the engagement included the following:

- 1 Passing the QOE and NWC adjustments which involved making Judgements and decisions based on incomplete and imperfect information received from the client.
- 2 The team had Limited Access to Information which made it difficult to make decision.
- 3 Lack of in-house specialists with the requisite knowledge and expertise
- 4 Time Constraints
- 5 Identification of legal issues or potential liabilities identified on the company under Investigation.

## OUR APPROACH

Based on the detailed inputs received from the client, we deployed FDD experts having in depth understanding of buy side as well as sell side due diligence to augment the onshore team.

First step was understanding the target's financials by looking at the Financial statements and historical trends, projections and tax risks

The team also did research for understanding the dynamics of the industry in which each entity operated



We then reviewed and analyzed the business operations of companies and identified appropriate Quality of Earnings adjustments, Networking capital adjustments and Debt and Debt like Items.

Preparing and presenting the due diligence report elaborating the purpose of due diligence, Adjustments & assumptions used, information provided and relied upon and conclusion of Adjusted EBITDA.

## BUSINESS IMPACT

Valueonshore Advisors assisted the client in overcoming these challenges and thereby enabled the CPA Firm to:

- Execute Buy side and sell side transaction advisory engagement in sectors like Liquor Distribution, Manufacturing and Real Estate among others.
- Prepare the transaction Databook which included QOE, NWC, AR and AP Ageing, Key trends in Revenue and costs and demonstrate the same through various charts, bridges and graphs for analysis.
- Analyse Historical Free Cash Flow and adjust them to present them on a comparable basis.
- Ensure accuracy in calculating Fair/ Adjusted EBITDA for valuation.

## ABOUT US

Valueonshore ("VOS") Advisors is a global business advisory firm of Big 4 alumni and industry leaders, supporting financial executives on complex, high-impact matters across accounting, M&A, risk, and managed services. Founded in 2009, the firm has grown to ~400 professionals across the **U.S., India**, and the **UAE**, serving mid-cap and high-growth companies as a trusted partner in navigating complexity and driving value.

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