

With a long-standing reputation within the industry, the WithumSmith+Brown Technology and Communications Group works with many technology and telecom organizations to help them navigate the business issues unique to their industry. Our technology specialists work with many software developers, service providers, resellers, systems/network integration firms, e-business companies, technology manufacturers and interactive media and a wealth of other tech businesses. Our telecom experts have extensive experience working in the highly regulated industries related to telephone cooperatives, integrated commercial telecommunications companies and telecom trade associations.

### **QUALITY SERVICE AND EXTRAORDINARY INSIGHT IS PART OF OUR MAINFRAME**

WithumSmith+Brown, PC (WS+B) can offer a wealth of resources designed to ensure you have the skilled assistance necessary to meet your business challenges head-on. Our integrated team of professionals is comprised of seasoned, well-known CPAs and industry leaders, who are at the hub of the technology industry. As authors in key publications, members of major tech & telecom associations and sought-after speakers at leading industry events, we believe our team is among the best and the brightest in the industry. Our Technology and Communications Group members bring their collective knowledge and experience together to help you solve today's most pressing and complex issues, so that you can focus on the daily bits and bytes of your business.

# OUR POSITION IN THE INDUSTRY

**For more information on our services, please contact:**

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Practice Leader, Technology and Communications Group

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Smartphone users can visit us online by scanning the QR Code.



## BE IN A POSITION OF STRENGTH<sup>SM</sup>

With a long-standing reputation within the industry, WS+B partners with many Technology and Telecom organizations to help them navigate the business issues unique to their industry. Our Technology specialists work with many software developers, service providers, resellers, systems/network integration firms, e-business companies, technology manufacturers and interactive media and a wealth of other businesses within the industry. Our Telecom experts have extensive experience working in the highly regulated industries related to telephone cooperatives, integrated commercial telecommunications companies and telecom trade associations.

With our broad base of client experience, technical skills, knowledge of FCC rules and financial expertise, we will help you meet your business and growth objectives. In addition to traditional accounting, auditing, tax and consulting services, our tech and telecom industry specialists can provide you with customized management advisory services in:

- Start-up capabilities
- Assistance with funding sources, including venture capital, traditional financing, private placements, etc.
- Equity structure
- Stock-based compensation
- IPO and SEC services
- Revenue Recognition issues
- Accounting and tax treatment of R&D
- R&D credit consulting
- Corporate and sales tax nexus issues
- Transfer pricing issues
- Systems and procedures implementation
- Financial forecasts and budgets
- Royalty compliance
- Strategic planning & alliances
- Mergers & acquisitions

From start-up to IPO and beyond, WS+B serves a wide range of clients in all sectors of technology and telecommunications, putting them in a position of strength.

## CLIENTS



**Our Technology and Telecom clients vary in size and industry focus. The following descriptions reflect a sampling of our current client base:**

- Audit work for an emergency communications and response service provider, serving public safety and security organizations with annual revenue of \$7.5M.
- Audit work for a leading global provider of enterprise quality management software, with revenue of \$13.6M.
- Audit work for a leading provider of communications access for the hearing-impaired, with \$130M in annual revenue.
- Audit work for a full-service residential and business telecommunications provider in the tri-state region with over 20,000 access lines, with over \$23M in annual revenue.
- Tax work for a technology company specializing in the design, development and manufacture of high voltage rectifiers, bridge rectifiers and special assemblies for specific customer applications with annual revenue of \$14M.
- Audit work for a not-for-profit association of all incumbent telephone local exchange carriers who administer the FCC's access charge plan and help facilitate the delivery of broadband everywhere with over \$3B in annual revenue.