

Portfolio

Who we are

It is a specialized company in enhancing businesses results by means of management tools and techniques worldwide highly recommended and adapted to the reality of each company.

The biggest differentials of it are the experience and the strong relationship with the business' world, thus, generating, value to the assumed commitments. The diversity of own resources and the solid strategic partners facilitate the achievement of these desired results.

Vision

Being featured in the southern region as a reference in consulting for business management.

Mission

Proposing and applying solutions in business management under measurement, combined with transparency, quality and to the commitment, without forgetting the real necessity of the client.

Values

We have values that guide our guidelines, our way of performing and our activities:

- Listening is the first step for a good relationship;
- Acting is a huge step for success;
- Being engaged beyond what is expected;
- Qualifying always our services to achieve excellence.

(Division) Mergers and Acquisitions

Our Proposal

It assists company to perpetuity and business succession. We evaluate the structure and the running of the enterprise, understanding the business characteristics under the following aspects: reality and financial structure, sizing and valuation business, market analysis and competition, corporate and legal structure modeling, always seeking the real fair value.

1. Business Intermediation

We perform the business intermediation at all negotiation steps. Our consulting comprises identification of key drivers, improvement in negotiating structures, mitigation of risks and development of trading premises.

2. Synergy Mensuration

We carry out the auditing of synergies in any desired transaction. These synergies are listed and estimated in numbers to give a potential vision of business.

3. Preparation For The Negotiation

We can help in the assessment and adaptation strategy of your business to enhance synergies, managing the steps of the structuring project, helping in the negotiations and financial models to perform any transaction. We work along our clients, in order to achieve their strategic goals related to fundraising, strategic analysis, acquisitions, mergers, incorporation, *management buy-outs* (shareholding of interest, total or partial, by the company's management.) e *buy-ins* (shareholding interest by outside investors.)

4. Valuation

We calculate the value of your business through the method of Discounted Cash Flow, which considers the company as a dynamic and continuous entity, identifying and featuring the intrinsic and economic value. An economic assessment, contrary to what may seem, it is not the concrete setting or of a price or specific value for an asset, but it is a basis estimate, that is, an attempt to establish a referential value.

5 ■ Pre Due Diligence

We fulfill an initial analysis on governance, the accounting and financial information, identifying and scaling the risks under the aspect of the financial and structural management, that compromise the advance of any negotiation.

6 ■ Due Diligence

We perform the analysis of financial statements, internal controls, documents, policies and processes, so that we can verify any unconformity and level of business risk. At this time, it is issued a pro-forma balance sheet, which investigates the true values of your assets and liabilities.

7 ■ Integration Post-merger or Acquisition

We develop along the company, the Post Integration Plan Merger or Acquisition. The integration of people, processes, systems, clients, suppliers, and others, it must be done under an organizational perspective and planning. This plan is put in practice after the closing of the deal to capture the synergy estimated by the purchaser.

(Division) Business Intelligence

Our proposal

It works in the business intelligence, running through the same information management generated by the company. Nowadays the process and a lot of crossing information to make decisions is determinant for sustainability of the enterprise. The Business Intelligence or BI is a tool of support to produce strategic information, tactics and operations of any organization.

1. Needs Assessment

We help your company in the needs assessment of your business for structuring the information to be analyzed for the BI.

2. Handling Information

We make an extraction of information contained in indoor or outdoor environments, turning into organized information for BI.

3. Visions and Panels Development

We build visions and panels according to your necessity, so there is a practice view and managers' simplified.

4. Consulting and Training

We train your staff to work with BI tools and integration of business intelligence concept as a work methodology.

5. Accelerator Indicators

We provide indicators based in SPED (Public System of Digital Bookkeeping) system as: sales through product or costumer, profitability through product, purchases through product or costumer, sales and purchases developments with prospective forecast, average ticket sales, etc...

(Division) Fiscal and Tax Intelligence

Our proposal

It works in the analysis, restructuring and prevention of possible failure in the company taxation. Our knowledge in taxation in all areas (federal, state and municipal) allows answering any company, in any size or segment. The fiscal and tax intelligence use tools and information technology to verify the tax parameter setting, goods classification, tax diagnosis, Invoice tax validation, tax registration, and others.

1. ■ Tax Parameter Setting

We analyze and parameterize tax registration of products for the correct tribulation, application in tax documents emission and generation of SPED system files.

2. ■ Tax Classification

We assign and review the NCM classification. In some moments, according to the complexity and impact, we emit a Technical Report supporting the conclusion.

3. ■ Fiscal and Tax Auditing

We audit the correct tax classification, taxation and codification of SPED files given by the company. At the end of the auditing we perform the alteration of SPED file and technical orientation for all professionals in the tax and accountant area.

4. ■ Tax Planning

We execute the tax planning in the search of legal means, avoiding or reducing the unnecessary tax burden. This work is done within the existing legal possibilities, without any diversion in the legislation.

(DIVISION) CONTROLLERSHIP, AUDIT AND GOVERNANCE

Our Proposal

It operates in controllership solutions, independent audit and governance that are indispensable tools for sustainability and transparency of any business.

1. Investment Analysis

We perform investment analysis involving resources of implementing decisions in the long run, with the purpose of providing suitable return to this capital's owners. The evaluation of investment projects comprises the following methods: payback, net present value (NPV) and internal rate of return (IRR).

2. Diagnosis of Management

We diagnose companies under the management aspects incorporated in sales, stocks, production processes, cost structure, marketing activities, market scenery and financial structure. The main objective is identifying, through interviews, the strong and weak points so that there is growth and development, thus achieving the balance of sustainable business.

3. Content Management

We construct the ideal model of content management in order to seek solutions to simplify the creation processes, management, publication, distribution and content archiving. This process should optimize user productivity reducing costs and increasing the quality of internal and external services of the corporation.

4. **Costs Management**

We insert the applicability of strategic cost management in companies. The information analysis under the aspect of business unit, cost center, profit center, products, customers, manufacturing bottlenecks, people allocated, among others, provides a flexible approach of business, productive and financial processes, thereby increasing the competitiveness in the market in which it operates.

5. **Strategic Management Business**

We contribute to the implementation of strategic management as a process of business continuation, providing at the same time the best use of the available resources of the company.

6. **Management Indicators**

We collaborate in the construction of management indicators to track performance and the corporate capital structure. From these indicators, the company follows their development through structured and systemic meetings, continually, generating improvement results.

7. **International Accounting Standard**

We assist in the implementation of accounting by international standards (IFRS – International Financial Reporting Standards) through directed orientation, creation of internal controls, calculation of impairment, calculation of adjusted present value, among others.

8. Business Budget

We install and adapt the business budget to estimate the earnings, losses, expenses and investments in future period. Through the established goals and objectives aligned to strategic planning we can monitor and compare the results taking corrective or preventive actions if necessary.

9. Block K

We perform diagnosis related to the adherence of the parameters, records and processes to install Block K. Also, we assist in the implementation of the basic requirements for generation of this record.

10. Business Plan

We develop the business plan as a financial and economic strategic roadmap to start or redirect any project. This tool enables people to develop actions to properly use all available resources and apply them the best possible way.

11. Governance

We perform and follow the corporate governance, contributing to the sustainable performance of organizations and influencing in the observation of the basic principles of governance: transparency, equality, accountability and corporate responsibility. The Advisory Board is one of the instruments that we use to initiate our governance work, thinking about the members, company, social object, results and corporation strategic interests.