

SERVICES FOR GOVERNMENT CONTRACTORS

Aronson & Company (A&C) has been working with government contractors for over 20 years. This history gives us strong roots in the industry and a strong skill set within the firm. Our large group of highly skilled professionals is knowledgeable about the unique challenges that companies face in today's competitive marketplace. Our Government Contract Services Group has the resources not only to meet, but to exceed your expectations.

Our extensive experience with government contracting companies allows us to function as key business advisors to your organization. What distinguishes us from other firms is our ability to provide innovative solutions to problems you face in today's dynamic business environment. This unique capability enables us to quickly gain an in-depth understanding of your business needs and become an integral advisor to your management team. Our solutions include:

EMERGING GOVERNMENT CONTRACTOR SERVICES

- ▶ Business Strategy & Planning
- ▶ Creation of Accounting Structure
- ▶ Compliant Indirect Cost Structure
- ▶ Development of Budget and Pricing Strategy

BID AND PROPOSALS SUPPORT

- ▶ Analysis of RFP Requirements and Statement of Work (SOW)
- ▶ Development of Bid Strategy
- ▶ Subcontract Coordination – Agreements, RFPs and Pricing
- ▶ Cost Proposal Strategy and Development
- ▶ Review of Proposal for Compliance with RFP Requirements

CONTRACT MANAGEMENT

- ▶ Federal Acquisition Regulations (FAR) Guidance
- ▶ Cradle to Grave Contract and Subcontract Administration Outsourcing
- ▶ Interface with Contracting Officer
- ▶ Preparation and Negotiation of Non-Disclosure (NDAs), Teaming Agreements (TA), and Subcontracts
- ▶ Contract Reviews and Briefs
- ▶ Contract Close-Outs
- ▶ Novations

GSA SCHEDULE SUPPORT

- ▶ Development of Appropriate GSA Strategy
- ▶ Analysis of Sales Practices and Development of Pricing Strategy
- ▶ Preparation, Submission, and Negotiation of GSA Schedule Contract
- ▶ Contract Maintenance
- ▶ GSA Expert Support Desk
- ▶ Training – Understanding What You Have, How to Use it, and How To Stay Out of Trouble
- ▶ IG Audit Interface

OPERATIONAL SUPPORT

- ▶ Assessment of Federal Market Potential and Identification of Competitors

- ▶ Assessment of Regulatory Compliance and Business Risks (*see also CAS and FAR Compliance*)
- ▶ Analysis of Financial Performance
- ▶ Budgeting
- ▶ Competitive Indirect Rate Strategy
- ▶ Consultation on Joint Ventures, Strategic Alliances and Teaming Parties

GOVERNMENT ACCOUNTING SERVICES

- ▶ Accounting System Evaluation, Design and Implementation
- ▶ Updating or Developing of Accounting System Manuals/Policies and Procedures (*see also CAS and FAR Compliance or System Reviews*)
- ▶ Assessment of CAS Compliance
- ▶ Preparation or Review of Incurred Cost Submissions
- ▶ Assistance with Audit Request Responses
- ▶ Assessment of Cost Accounting Changes and Preparation of Cost Impact Statement (*see also Special Projects*)

CAS AND FAR COMPLIANCE

- ▶ Development/Assessment of Business Processes, Procedures and Internal Controls (*see also Government Accounting Services*)
- ▶ DCAA Audit Assistance
- ▶ Preparation or Review of Disclosure Statements
- ▶ Executive Compensation, Pensions and Unallowable Costs

SYSTEM REVIEWS

- ▶ Estimating and Material Management
- ▶ Accounting (*see also Government Accounting Services*)
- ▶ Earned Value Management
- ▶ Purchasing (CPSR)
- ▶ Billing
- ▶ Government Furnished Property (GFP/GPP)
- ▶ Code of Business Ethics and Conduct

FINANCIAL REPORTING MATTERS (A&A)

- ▶ Board and Audit Committee Advisory Services
- ▶ Complex Accounting and Disclosure Matters

SPECIAL PROJECTS

- ▶ Due Diligence (*see also Mergers and Acquisitions*)
- ▶ Requirements Analysis of Job Cost Accounting System
- ▶ Assessment of Subcontractors' Accounting Systems
- ▶ Contract Close-Outs (*see also Contract Management*)

LITIGATION SUPPORT

- ▶ Expert Testimony
- ▶ Contract Cost Allowability
- ▶ Cost Accounting Standards (CAS)
- ▶ Claims Strategy and Preparation

MERGERS AND ACQUISITIONS

- ▶ Assistance with Due Diligence Efforts
- ▶ Preparation of Exit Strategy
- ▶ Assistance with Post-Transaction Contract Integration
- ▶ Business Valuation