

---

## Why Tronconi Segarra & Associates?

We are firmly committed to working closely and cooperatively with each of our clients toward the goal of establishing long-lasting professional relationships. We believe we are the GSA service provider of choice for the following reasons:

- **Partners and senior management team members of our Firm are actively involved in your affairs.**

We believe in hands-on partner and senior management team member involvement to ensure the highest quality of client service, and to ensure that issues and recommendations are brought to the forefront in a timely fashion. We take pride in our most recent client service survey in which we received a 95% approval rating.

- **We believe in a flexible approach.**

Our approach to each project is designed in conjunction with our clients, and we contemplate three key objectives: quality and timeliness of work; cost management; and continuous communication to ensure all engagement objectives are realized. We work with our clients to design an approach that leverages the use of their internal staff with the hopes of minimizing costs.

- **We couple expertise with competitive rates.**

Our experience with national and international accounts gives us a breadth of practical knowledge and understanding of a full range of financial management techniques and solutions, priced competitively to work within your budget.

- **Our commitment to excellence is reflected in the quality of our work product.**

We effectuate this principle by having our senior-level personnel involved in the day-to-day performance of our work. Above all, we exhibit qualities of honesty, integrity, energy, and innovation in the delivery of our professional services.


For more information on Tronconi Segarra & Associates LLP's GSA services, or to schedule a meeting, please contact us.

---

TRONCONI SEGARRA  
& ASSOCIATES<sup>LLP</sup>  
Certified Public Accountants  
Business Consultants

6390 Main Street, Suite 200 / Williamsville, New York 14221 / 716.633.1373 / Fax: 716.633.1099 / [www.tsacpa.com](http://www.tsacpa.com)  
345 Third Street, Suite 440 / Niagara Falls, New York 14303 / 716.285.5277 / Fax: 716.285.5321

We are a member firm of the American Institute of Certified Public Accountants (AICPA) and the New York State Society of Certified Public Accountants (NYSSCPA).



# SOLUTIONS BEYOND THE OBVIOUS

*General Services  
Administration Services*

TRONCONI SEGARRA  
& ASSOCIATES<sup>LLP</sup>  
Certified Public Accountants  
Business Consultants

## SIN 520-2: Transaction Specialist

Valuation of an asset or group of assets:

- Obtain or develop a valuation/pricing model
- Estimate cash flows and net sales proceeds based on use of the model
- Produce reports and records

Review of pending sale:

- Estimate recovery value for each option considered
- Run bid evaluation models showing advantages/disadvantages

Conduct bid process transactions

Budget and budget analysis

Marketing and pre/post-asset resolution support:

- Estimate cost of resolution; gather and analyze data to develop and model assumptions
- Report on relevant assumptions, issues, and legal requirements for asset disposal

## SIN 520-3: Due Diligence and Support Services

This may include but is not limited to the following:

Data collection and organization:

- Obtain loan/asset information from various sources
- Organize documents and maintain an inventory with asset deficiencies noted and reconcile data discrepancies
- Reproduce and deliver documents to agency offices, owners, prospective bidders, and/or third parties as requested
- Maintain a secure file room and implement a records management system

Due diligence support:

- Design and review due diligence process to ensure it achieves the objectives & recommend enhancements
- Review documents for completeness, secure missing documents from public records, prepare affidavits, and notify the company of any deficiencies
- Accumulate and record specific data
- Prepare an electronic computer database and provide database management support for assets offered for sale, and for other data
- Obtain credit ratings for assets
- Obtain inspections, environmental impact statements, market studies, etc., and compile information
- Review documents, data, and applications for arithmetic accuracy and compliance
- Draft and/or transmit notices to entities and individuals

Quality control/information control:

- Develop and implement policies related to information control
- Develop and implement a system of internal controls
- Conduct quality review inspections

## SIN 520-7: Financial and Performance Audits

Financial statement audits in conformity with SFFAS and AICPA standards

Audit of financial statement segments

Internal controls

Economy and efficiency audits:

- Assess business practices
- Evaluate acquisition of appropriate type, quality, and amount of resources at an appropriate cost
- Assess duplication of effort by employees and work that serves little or no purpose
- Evaluate the optimum amount of resources (staff,

equipment and facilities) in producing or delivering the appropriate quantity and quality of goods or services in a timely manner

- Evaluate compliance with requirements of laws and regulations
- Assess management control systems for measuring, reporting, and monitoring a program's economy and efficiency
- Evaluate reported measures of economy and efficiency

Program results and program fraud audits:

- Assess whether the objectives of a new or ongoing program are proper, suitable, or relevant
- Determine the extent to which a program achieves a desired level of program results
- Assess the effectiveness of the program and/or individual program components
- Determine whether the program complements, duplicates, overlaps, or conflicts with other related programs
- Assess compliance with laws and regulations applicable to the program

## SIN 520-11: Accounting

Analyze, process, and summarize transactions

Assist in devising new or revised accounting policies and procedures

Classify accounting transactions

Perform special studies to improve accounting operations

Resolve accounting issues

Resolve and/or implement audit findings

Improve operating efficiency and effectiveness

## SIN 520-12: Budgeting

Assess and improve the budget formulation process

Assess and improve the budget execution process

Conduct special reviews of budget formulation or execution issues

Review budgetary controls

Assist with implementation of corrective actions

## SIN 520-13: Complementary Financial Management Services

Assess and improve financial management systems mandating implementation of corrective actions

Document systems

Identify and document system requirements

Plan and develop systems

Assess and improve financial reporting and analysis

Develop new reporting formats and pro-forma financial reports

Assist in improving and streamlining reporting and analysis reporting

Assist with devising and implementing performance measures and related processes and systems

Perform cost-benefit or other special financial analysis

Assist with strategic and operational financial planning

Assist in financial policy formulation and development

Assist with implementation of corrective actions

Resolve audit recommendations

Assist in managerial cost accounting

Perform economic and regulatory analyses

---

At Tronconi Segarra & Associates LLP, we believe in not only meeting all the requirements of a GSA supplier, but exceeding them. We understand the complexities and the requirements of governmental agencies' accounting and business needs, and we assign our most experienced senior level personnel to our federal clients. We specialize in taking complex situations and finding simple, cost-effective solutions.

---

## Financial Services for the General Services Administration's Federal Supply Schedule

Contract Number: GS-23F-0082N

Contract Period: Dec. 12, 2007–Dec. 11, 2012

Contractor: Tronconi Segarra & Associates LLP  
6390 Main Street, Suite 200  
Williamsville, New York 14221

Contract Administration: Nicholas J. Fabozzi, CPA

In December 2002, Tronconi Segarra & Associates LLP became qualified for inclusion on the GSA Federal Supply Schedule. We specialize in assisting entities in various industries with complex accounting, auditing, tax, and business consulting issues. While based in Western New York State, our service area includes all of North America. We are also considered a small business service provider in accordance with the small business criteria.

Our services include auditing, accounting, tax compliance and consultation, business consulting, financing, outsource CFO and controller services, business valuations, franchisee services, and corporate governance consultation.

Tronconi Segarra & Associates LLP is a qualified participant on the GSA Federal Supply Schedule under the following SINs (see inside flap to left).

---