



Get Control. Get the Value. Get InTune.

ABOUT INTUNE BUSINESS ADVISORS LLC

InTune Business Advisors LLC gives clients more control through three services: Business Transactions, Fraud and Compliance and Process Improvement. *Giving clients control. That's our job.*

Business Transactions

- Turnaround Management
- Due Diligence
- Corporate Development

CPA



Fraud and Compliance

- Fraud Investigation
- Litigation Support
- Corporate Compliance

CFE



Process Improvement

- Lean/ Six Sigma Projects
- Benchmarking
- Post-Acquisition Integration

CSSBB



BUSINESS TRANSACTIONS

We deliver control by putting the right information in front of the right people at the right time for effective decision-making. We combine our expertise in Business Valuations and Corporate Finance with operational knowledge to deliver superior value.

Corporate Development – Acquisitions and Vertical Integrations

- **Project Scope and InTune's Role:** Developed financial models to analyze and highlight the operational risks and opportunities of supply chain integration in the context of NPV, IRR and other return measures
- **Duration of Project/ Stakeholders Involved:** 2 months/ 10+ stakeholders
- **Results:** Timely and accurate decisions regarding vertical integration

Due Diligence – \$25 Million Company

- **Project Scope and InTune's Role:** Provided comprehensive financial, internal control and process recommendations for clients for an asset purchase of a \$20 million company;
- **Duration of Project/ Stakeholders Involved:** 3 months/ 10+ stakeholders
- **Results:** Identified key risk and valuation issues and worked with buyer-clients to resolve



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Distribution Strategy

- **Project Scope and InTune's Role:** Developed distribution strategies that considered freight cost, manufacturer proximity, customer satisfaction and other key metrics; Responsible for creating and managing financial model and presenting multi-dimensional scenario results
- **Duration of Project/ Stakeholders Involved:** 3 months/ 10+ stakeholders
- **Results:** Timely and accurate decision regarding distribution and warehousing strategy

FRAUD AND COMPLIANCE

Our Fraud and Compliance Services include fraud investigation and other forensic accounting engagements, as well as legal and regulatory compliance (**Red Flag Rules, OIG Safe Harbor provisions, FCPA, etc.**). We apply expertise and skills in Fraud Examination, Auditing, Application Development, Corporate Reporting and Process Mapping.

Forensic Accounting on Behalf of Creditor Pursuant to Misappropriation of Loan Proceeds

- **Project Scope and InTune's Role:** Documented a thorough understanding of complex entity structures, bank accounts and the nature, timing and extent of cash flows; acquired and preserved data from company accounting system and created comprehensive database of financial transactions; analyzed and documented cash flows, payables, owner salaries and equity, and created visual maps and presentations of payments made in violation of loan agreement provisions; Advised senior management, workout representative, outside counsel and FBI on fraud implications
- **Duration of Project/ Stakeholders Involved:** 18+ months, 5+ stakeholders
- **Results:** Provided client with evidence to pursue both criminal and civil penalties

2004 Sarbanes-Oxley Compliance (first –year implementation)

- **Project Scope and InTune's Role:** Led the first-year implementation of SOX 404 across four processes through technical expertise, project management and reporting; InTune facilitated process documentation with process owners: flowcharted processes; identified objectives and risks; designed tests of controls (timing, sampling etc.); assessed results and developed solutions to resolve issues
- **Duration of Project/ Stakeholders Involved:** 3+ months, 20+ stakeholders
- **Results:** CEO and CFO certified internal controls on time; evergreen process documentation in place

2005 and 2006 Sarbanes-Oxley Compliance

- **Project Scope and InTune's Role:** **Expanded prior year responsibilities from four processes to seven as the only outside firm retained**
- **Duration of Project/ Stakeholders Involved:** 3+ months/ 30 + stakeholders
- **Results:** CEO and CFO certified internal controls on time; streamlined testing (sample sizes and key controls tested); accelerated issue resolution



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Interim Corporate Compliance Management

- **Project Scope and InTune's Role:** Worked with Outgoing Compliance Manager and functioned as Interim Compliance Manager in anticipation of full-time hire
- **Duration of Project/ Stakeholders Involved:** 5+ months/ 10+ stakeholders
- **Results:** Designed, developed and implemented audit program and process for company's Comprehensive Compliance Program; reported findings to the company's Compliance and Ethics Advisory Board

Travel Policy Compliance

- **Project Scope and InTune's Role:** Randomly selected travel expense reports from multiple systems and developed and executed audit program for consistency with travel policy; followed up with travelers regarding violations and resolved issues; coordinated repayments where applicable.
- **Duration of Project/ Stakeholders Involved:** 2+years, ongoing/ Company-wide
- **Results:** Positively impacted compliance with travel policy by raising visibility of provisions and clarifying others

Corporate Integrity Agreement Engagements

- **Ongoing, Privileged and Confidential**

PROCESS IMPROVEMENT

Our Process Improvement services leverage our expertise in Lean and Six Sigma to deliver greater control.

Legal Program Management

- **Project Scope and InTune's Role:** Designed, developed and implemented a litigation case management system as part of a new process to better align case objectives and strategy with budget constraints
- **Duration of Project/ Stakeholders involved:** 4+ months/ 10+ stakeholders, including CEO, CFO, In-house Counsel, Outside Counsel, Procurement and Process Improvement Specialists
- **Results – Legal Spend Management System:** Developed a solution that combined executive-level reporting with manageable detail in a language that everyone understands; robust budget-to-actual reporting and analysis through graphs and dashboards; and invoice auditing functions that deliver exception reporting at the click of a button. **We have commercialized this solution. LegalEye™ spend management software fosters collaboration between in-house and outside counsel through automated bill reviews and visibility throughout the invoice-to-payment process, dynamic dashboarding and reporting, and flexible and collaborative budgeting options.**

Freight Billing Improvement

- **Project Scope and InTune's Role:** Streamlined the flow of freight information from point of shipment through customer billing and increased the visibility of freight information across all functions; assessed compliance with contract terms and quantified opportunities for additional billings
- **Duration of Project/ Stakeholders Involved:** 6 months/ 10+ stakeholders
- **Results:** Streamlined freight billing process that is now clearly understood by key functions (Sales, Customer Service, Logistics and Accounting), in order to ensure contract compliance and the realization of more billing opportunities



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Customer Account Data Scrubbing

- **Project Scope and InTune's Role:** Identified, analyzed and classified customer accounts in client's U.S. Sales Customer Master Records in order to meet Operational, Compliance and Customer Support objectives
- **Duration of Project/ Stakeholders Involved:** 3 months/ 6+ stakeholders
- **Results:** Accelerated the customer master account information resolution process by providing state listings of action items; automated the customer account analysis process and provided video-based documentation

Sales Conversion Workflow Application

- **Project Scope and InTune's Role:** Designed, developed and implemented sales conversion workflow application to support national sales team in switching out competitor equipment for client company products;
- **Duration of Project/ Stakeholders Involved:** 6 months/ 30+ stakeholders
- **Results:** Created workflow application that allows managers to assign roles and responsibilities, monitor task completion and provide executive-level and detailed reporting; **Winner of 2010 Company Teamwork Award for Increased Customer Satisfaction and New Revenue Opportunities**