

NCTA Affinity Program 2009

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In the U.S., visit Grant Thornton LLP at www.GrantThornton.com.



Partnering with NCTA

As an Affinity Partner of NCTA, Grant Thornton LLP will provide a one hour consultation at no charge in any one of the following areas to an NCTA member CEO, CFO or other C-level executive. The C-level executive selects the desired area of consultation which will be with a Grant Thornton partner or manager who has significant professional experience in this area.

To schedule a consultation, please contact:

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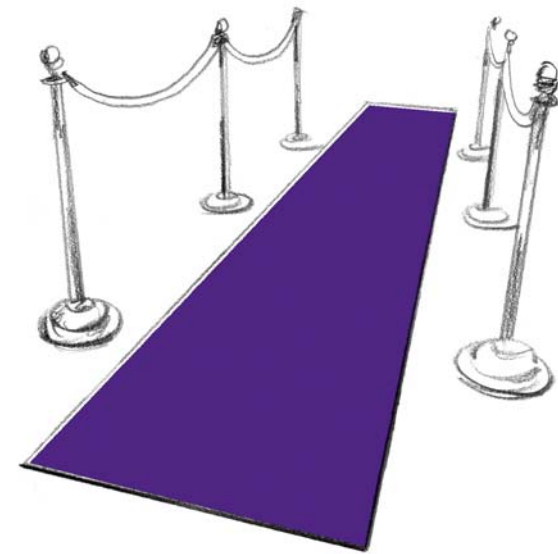
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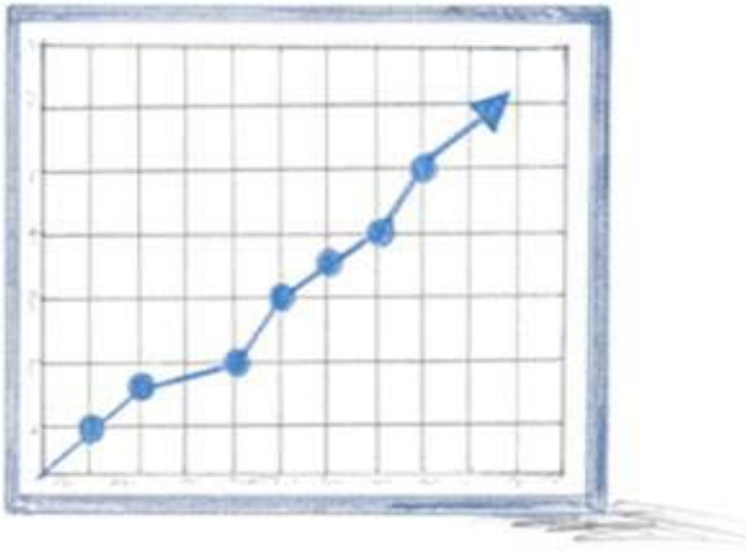
Our Services

Services

Private Wealth Services

Wealth planning and business succession services help business owners and corporate executives enhance and preserve their wealth. Our Private Wealth Services professionals are available to discuss comprehensive tax and wealth retention advice for business owners, entrepreneurs, executives and high net worth families. Topics might include:

- income tax planning
- personal financial planning
- retirement and estate planning



Performance improvement

Organizations today are operating in a fundamentally changed environment due to regulatory and competitive changes. There are ever-mounting pressures from financial markets, regulatory agencies, boards of directors and senior management to provide data faster and more accurately, cut costs, drive profitability and make financial reports more transparent.

During your consultation, a Grant Thornton professional will discuss with you how your company could improve the value of its accounting and finance functions by shifting the focus from tactical to strategic by addressing people, processes and technology and focusing on reducing days to close, increasing budgeting and forecasting effectiveness, and reducing costs.

Areas for discussion may include:

- Finance function improvement
- Business process re-engineering (BPR)
- Sourcing & procurement
- Change management
- Working capital management
- Revenue enhancement
- Portfolio profit improvement

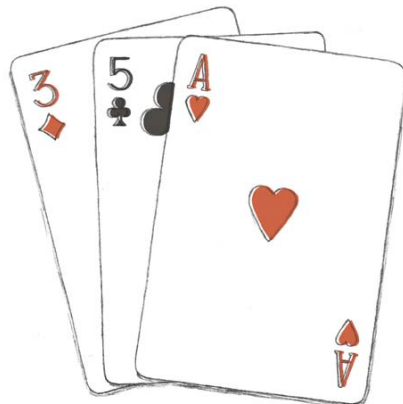
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Risk management

Recent regulatory enactments have altered the corporate governance landscape. Organizations are held accountable for accuracy and integrity in their business operations, and they must have effective and reliable governance and compliance procedures in place.

Topics for discussion include:

- [Internal audit](#)
- [Sarbanes-Oxley \(SOX\) consulting](#)
- [Governance and regulatory compliance](#)
- [Anti-money laundering and Foreign Corrupt Practices Act compliance](#)
- [Fraud assessment and controls](#)
- [Licensing, royalty, cost and pricing compliance](#)
- [Enterprise risk management \(ERM\)](#)
- [Red flags rule compliance](#)



Business process re-engineering

With increased pressure from senior management and boards of directors to produce more detailed budgets, forecasts and performance data, CFOs today must have a long-term view of the financial horizon. That's why it's necessary to have good processes for planning, budgeting and forecasting, enabling you to monitor progress toward goals, control spending, and predict cash flow and profit.

A Grant Thornton partner or manager will discuss how you best analyze current processes, identify weaknesses and develop appropriate solutions for planning, budgeting and forecasting. We can also discuss your strategic planning process and how it integrates with your budgeting and forecasting processes. Solutions may involve the implementation of new technologies to manage the processing and distribution of planning and budgeting information, such as the use of online or desktop applications to replace your spreadsheets.

Topics for discussion include:

- Reduce your planning cycles from months to just weeks
- Increase collaboration in the process at all levels of the organization, using simple forms and the language of front line managers
- Move to an integrated process that provides "one version of the truth"
- Implement a sustainable process improvement framework that supports corporate strategy, allocates resources efficiently and manages costs

Services

Distressed companies consulting

In today's changing and difficult economic climate, every day brings new challenges for businesses of all sizes. Grant Thornton partners and professionals assist business owners and managers in evaluating the financial and operational issues that adversely affect performance, as well as assessing the strategic alternatives and developing and executing comprehensive plans to address your business challenges. It's about more than identifying what's wrong; it's about identifying solutions that fix the underlying issues.

A Grant Thornton partner or professional will discuss with you restoring, preserving and enhancing the value of your enterprise.



Federal tax services

Grant Thornton's federal tax specialists constantly monitor and research the latest tax developments. We will discuss opportunities for creative, yet practical advice on federal tax issues that can provide you with sizeable tax savings based on appropriate tax planning.

Topics for discussion include:

- Lesson for private companies: Begin FIN 48 compliance sooner rather than later
- Outsourced R&D can mean reduced tax credit opportunities
- Appropriate tax planning can help you achieve significant savings
- Tangible property expenditures may qualify for tax deductions

Services

International tax

Multinational tax challenges are among the most complex and expensive issues facing companies with international operations. Each new offshore location adds to the puzzle and requires distinctive tax strategies to address new regulations and varying tax rates. From global tax compliance to transfer pricing issues to repatriation strategies for a turbulent economy, a Grant Thornton partner or manager will discuss possible solutions to issues faced by your business.

State and local tax

For many companies, a large percentage of their overall tax liability comes from state and local taxes (SALT). With various taxing jurisdictions becoming ever more aggressive, the puzzle of multistate issues can “tax” a company’s internal resources and drain its profits. The desire for unbiased tax advice is at a premium. Grant Thornton has the largest state and local tax practice in the Carolinas at your disposal to discuss your SALT questions.

A current “hot” topic is federal credits and incentives including the recently enacted cleantech provisions – Whether your business is having a banner year or in loss carry-forward situation, there are a variety of credits and incentives available, even though you may not be in a taxable income position. When business is running at capacity, companies can overlook non-traditional methods to reduce costs. But when operations and the general business climate are running at lower levels, it often presents an exceptional and necessary time to utilize tax incentives that impact the bottom line.

Grant Thornton’s state and local tax professionals have a proven track record in helping companies find incentives that may have been overlooked. A one-hour consultation will begin the process of identifying potential areas for savings.

Services

Compensation and benefits

The compensation and benefits puzzle brings significant costs to every company – costs which have risen dramatically in recent years. Grant Thornton will discuss with you the complex accounting and tax rules that apply to your compensation and benefit plans, as well as how to maximize your business effectiveness, cost efficiency and regulatory compliance.

Understand how your executive pay programs can be enhanced to reflect today's regulatory and economic environment. A Grant Thornton partner or manager will discuss our "Top 10" list of specific actions to take as you consider how to compensate key executives in the future, including:

- Evaluating your pay programs against emerging corporate governance and risk management standards
- Providing the right incentives to executives in a time of economic recovery
- Answering the question of "how much equity versus how much cash"
- Altering your equity pay plans when your stock price is low

Valuations

Valuation is the application of theoretically correct approaches or methodologies and procedures that estimate the economic value of businesses, business interests and/or tangible and intangible assets or liabilities. Valuations are used for many reasons including investment analysis, capital budgeting, purchase price allocation, financial reporting, fresh start accounting, taxable events, and many other business and legal purposes including litigation support.

There are inherent financial, regulatory and legal factors that should be carefully deliberated in the valuation process. A thorough, supportable valuation requires the application of objective, accurate and advanced valuation methods balanced with education, training and experience that only accomplished valuation professionals can truly provide. These expert insights offer profound benefits such as the identification of value drivers, industry expertise, up-to-date compliance with the latest U.S. and international accounting standards and unbiased credibility and transparency.

Topics for discussion include:

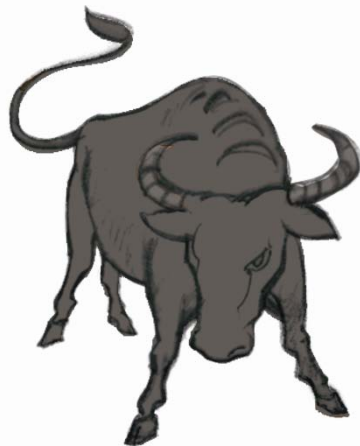
- Is there goodwill on the balance sheet?
- Are there indefinite lived intangible assets on the balance sheet?
- Has a merger or acquisition been completed within the last year?
- Is a merger or acquisition contemplated over the next 12 to 18 months?
- Could there be an impairment charge under SFAS 144?
- Have stock options been granted in the last twelve months?
- Are key executives undertaking estate or gift tax planning?
- Does a complex tax structure exist or are there tax changes that may entail moving intangible assets or subsidiary company equities?

Services

Financial accounting issues impacting your business

Audited financial statements are important to businesses, shareholders/owners, lenders, investors and other stakeholders. At Grant Thornton, we work with public and private companies to improve their overall financial reporting processes. Our goal is to help our clients better understand their business. We consider it our job to keep our clients informed all year long of accounting, financial and regulatory developments that may impact their business.

In today's complex environment, an audit is integral to corporate success, providing evidence to stakeholders that financial results are reported in accordance with applicable standards. A Grant Thornton partner or manager will discuss current accounting pronouncements and industry trends with you.



Transaction support

Balancing your strategic and financial goals with identifying opportunities and exposures when executing mergers and acquisitions can put a strain on your people and your budget. Grant Thornton's transaction advisory services professionals can lead you through a discussion of the support you need to maximize your value for the price paid.

Working with private equity groups, venture capitalists, investment banks and commercial banks in the area of mergers and acquisitions, our team draws on their extensive experience of executing transactions, operating businesses and managing private equity funds to provide practical insight into each transaction. Smaller, privately held business owners can also count on Grant Thornton professionals to have a deep understanding of the unique issues they face.

Topics for discussion include:

- acquisition or divestiture of entire companies
- carve-outs or spin-offs of specific divisions or product lines
- leveraged ESOPs

Business-focused materials

NCTA Members may also access additional business assistance and guidance from Grant Thornton's electronic resources. Please visit us on the web for up-to-date, relevant announcements and information.

Publications and events

Grant Thornton Thinking

You want an insightful professional service provider that can add value to your business. Grant Thornton Thinking webcasts, white papers and publications will keep you plugged in to what you need to know about both your industry and the complex regulatory environment you face.

www.grantthornton.com/publications

Grant Thornton North Carolina 100

In partnership with Business North Carolina magazine, we proudly present the Grant Thornton North Carolina 100®, an annual ranking of the state's largest privately held companies. In the midst of these challenging times, we celebrate the tenacity, grit, staying power and business acumen of the Top 100.

www.grantthornton.com/nc100

Calendar of events

Our webcasts, seminars, breakfasts and conferences will provide you with the latest on critical accounting, tax and business issues.

www.grantthornton.com/calendar





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