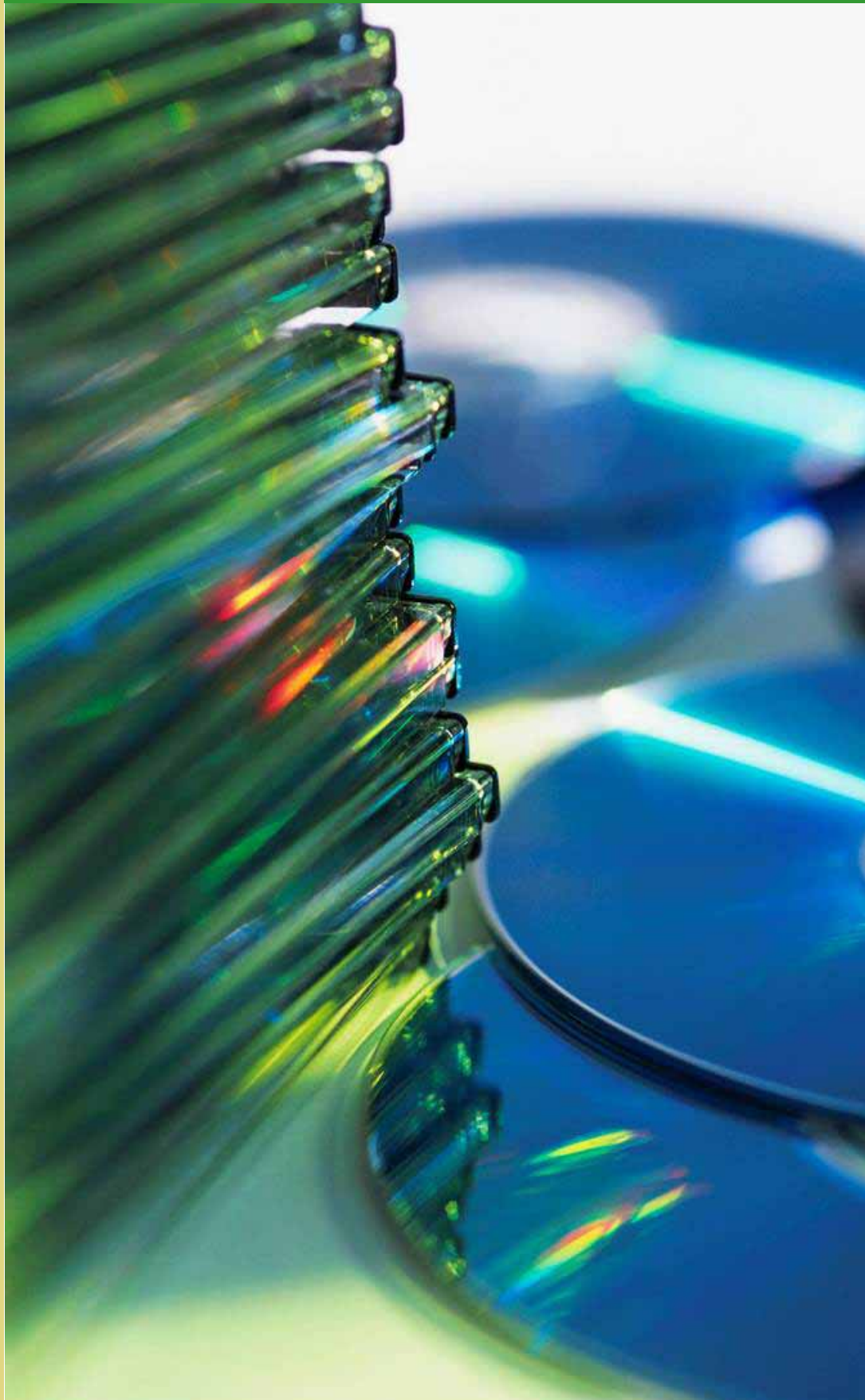


# Technology & Science

What can  
we do  
for **YOU**?

**PKF**

Accountants &  
business advisers





## WHY PKF?

PKF is one of the premier CPA firms in California, with offices in the San Diego, San Francisco and Los Angeles areas. Our firm has over 70 professional staff, many of whom are experienced managers formerly with Big 4 accounting firms. PKF is a member of PKF International, a highly ranked worldwide association of 230 legally independent firms with over 400 locations in 120 countries.

## OUR PROFESSIONAL SERVICES APPROACH

In an industry where change is rapid, the ability to adapt quickly can mean the difference between success and failure. In order to harness the power of your financial well-being, you need someone to help you look beyond the numbers. Our experience working with technology companies ranges from start-ups to middle market companies in industries including software, communications, computer-related equipment, IT services, and life sciences.

Within these sectors, with their constantly evolving technologies and advanced business models, companies are under pressure to ensure compliance and reporting requirements. Companies should have a detailed revenue recognition policy in place as well as a source to ask about best practices.

Time-to-market, customer retention, and operational efficiency, are all factors affecting management and the sector as a whole.

Biotechnology companies also face increasingly tougher choices about product development strategy, funding sources, collaboration arrangements and the competition for talent.

Communication companies are concerned about speed, bandwidth, and enhanced communications capabilities available to consumers to ensure their growth and profitability.

Our in-depth industry experience enables us to provide clients with relevant insights, firmly grounded in understanding the intricacies and nuances that make your businesses unique.

Whether you are just starting out or you are considering an IPO, our professionals can help achieve your goals through technology-focused services that are integrated across the four primary functions of the firm – accounting and assurance, tax, advisory, and consulting.



PKF offers specialized services dedicated to helping public and private sector clients both domestically and internationally. Our team is comprised of high performers. The best testimony to our services comes from our clients, who consistently return to us for our high standards of professional advice, honest feedback and value of services provided.

Our Technology and Sciences Team understands the special challenges technology companies face and can assist you through all phases of the business cycle.

Experienced with:

- **software revenue recognition**
- **multiple deliverables and milestone payments**
- **computer related equipment**
- **life sciences**
- **research and development**
- **contract manufacturing**
- **fab and fabless, OEM, outsourcing**
- **development stage reporting**
- **internet-based order processing and sales**
- **physical security over assets, cash, inventory (including precious raw materials), etc.**
- **vendor and customer incentives, rebate programs, coupons, etc.**
- **internet-based order processing and sales**
- **business combination intangibles, including customer lists, patents, etc.**

## QUALIFICATIONS

We have a dedicated group of audit, tax, and consulting professionals that understand the complexities of and many of the operational aspects of your company. Our team has the experience to serve your unique needs and they can provide high quality audit and tax services as a cohesive unit, maximizing overall efficiencies.

Our aim is to form a supportive relationship with you to deliver long-term value. We believe you deserve to speak directly to a Director when you need to and to have your issues dealt with promptly. When you have a problem, we aim to find practical solutions that satisfy both investors and executive management.



PKF of California is a regional accounting and auditing firm that prides itself on providing well developed strategic assistance and compliance to its clients. Drawn from across the entire business spectrum, our clients range from small owner-managed enterprises to transnational companies.

Being unrestricted by the size of a client allows us to deliver tailored solutions backed by years of experience of advising clients that operate on a local, national, regional or global level.

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A Professional Corporation

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