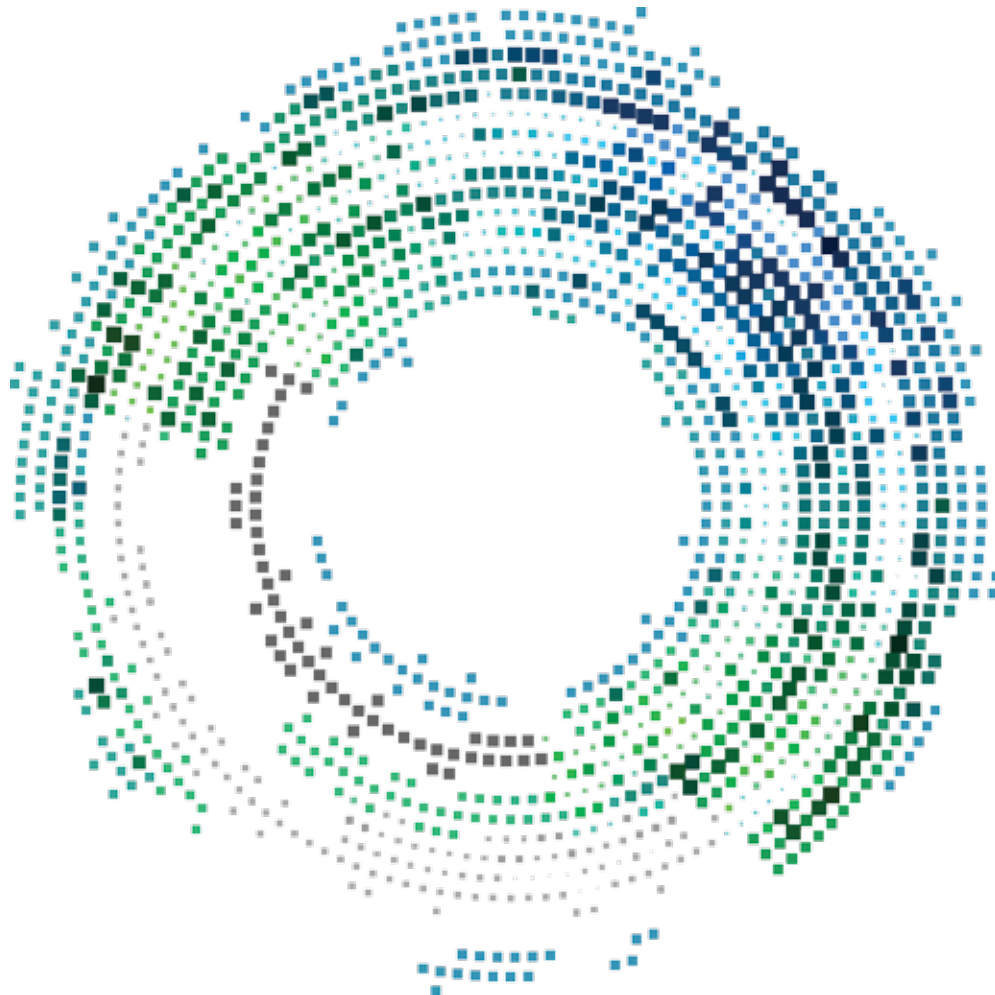


**Deloitte.**  
Private



Driven to address the opportunities and challenges unique to private businesses

Deloitte Private delivers audit and assurance, tax, consulting, and risk and financial advisory services tailored for private companies, including family-owned businesses, closely-held (non-family) businesses, and private equity and venture-capital-backed businesses.

---

“Globally, Deloitte recognizes the importance of the private company market and its impact on economies worldwide. We created Deloitte Private to clearly demonstrate our commitment to this market segment, establish stronger connectivity around the world, and better serve private clients wherever they need us.”

**Roger Nanney**, National Managing Partner,  
Deloitte Growth Enterprise Services

## A distinctive client service experience



### Tailored approach

Our team works to customize our service capabilities to each client's specific needs, size, and ownership structure. A single lead partner coordinates one team, comprising audit and assurance, tax, consulting, and risk and financial advisory professionals.



### Technical abilities

The broad range of technical abilities among our professionals allows us to address complexity and find the right answer, often by simply “walking down the hall”—as opposed to starting from scratch.



### Breadth and depth

Our collaborative approach brings the full breadth of our technical and industry capabilities, along with access to the resources of a global network. With more than 240,000 people worldwide, Deloitte member firms deliver services in more than 150 countries. As clients expand their global footprint, our scale helps efficiently meet their needs with local resources around the world.

## Serving private companies

### Audit and assurance

Deloitte's approach for private companies transforms the obligation of an audit into opportunity for your business. A Deloitte audit is not a compliance exercise. It focuses on risks—things that matter—and minimizes work on what is less relevant.



A high-quality audit has to be transparent, customized, and integrated—to deliver insights that inform intelligent, real-time decisions. Our Private Company

Audit Methodology incorporates workflow automation, artificial intelligence, and data analytic tools that enable us to offer valuable perspectives as we serve you now and as you grow.

Our audit approach is thorough without being intrusive, and is tailored to the needs of each organization we work with. We build teams that are proficient in private company matters, and can apply experience from working with private and public companies of all sizes. To address your complexity and risk—and to be prepared for changes and challenges you may face in the future—you can benefit from professionals who have this diversity of experience.

### Consulting

Today business and technology are inextricably linked, no matter the size of the company. Keeping pace with the emerging technology landscape can be difficult for even the most tech-savvy leaders. Deloitte Private can help.



Our technology professionals bring a broad range of Deloitte services to the table to help leverage talent and technology disruption to your advantage. We

have a variety of leadership, culture, and industry-oriented, pre-configured technology solutions designed to help you achieve both your short- and long-term business goals. So the bigger you get, the more we bring.

### Tax

We see tax as an opportunity. Because everything you do has tax implications—and because taxes are often among the most significant drivers of the cash needs of an organization and its owners—it's important to have a tax advisor that can turn the complex and technical into actionable business insights. Deloitte can harness the big ideas needed to expand your business, tap new markets, and turn your unique complexity and risk into competitive advantages.



Deloitte offers private companies a broad range of fully integrated tax services, including compliance, tax management consulting, controversy, mergers and acquisitions, wealth management, and international tax. We combine insight and innovation from multiple disciplines with business and industry knowledge to help your company excel.

### Risk and financial advisory

Our advisory services help you manage strategic, financial, operational, technological, and regulatory risk to enhance enterprise value, while our experience in mergers and acquisitions, fraud, litigation, and restructuring helps you become stronger and more resilient.



Whether your company is launching a new product, embarking on a transaction, integrating new technology, or facing industry disruption, risk is ever-present. The upside? Risk presents companies with an opportunity not only to protect value, but also to implement value-creating strategies.



## Perspectives

Our multi-faceted program utilizes live events, signature reports, research publications, webcasts, and other vehicles to deliver tailored and relevant insights to private companies. Offerings include:

- Private Company Dbriefs series
- Private company issues and opportunities report
- Private Company Governance Summit
- Private Company Symposium
- The Entrepreneur Summit presented by Deloitte Private
- Top Private Companies hub – American City Business Journals

## About our organization

In the United States and around the world, Deloitte professionals have a single focus: serving our clients and helping them solve their toughest problems. We work in four key business areas—audit and assurance, risk and financial advisory, tax and consulting—but our real strength comes from combining the talents of those groups to address clients' needs.

### Global — Deloitte Touche Tohmatsu Limited

- More than 240,000 people
- Offices in more than 150 countries

### United States — Deloitte LLP

- More than 80,000 people
- Offices in 87 cities



## Deloitte Growth Enterprise Services leaders

### Roger Nanney

*Vice Chairman  
National Managing Partner*  
Deloitte LLP  
+1 214 840 7990  
rnanney@deloitte.com

### Audit and assurance

#### Mark Davis

*Private Enterprises*  
Deloitte & Touche LLP  
+1 516 918 7843  
madavis@deloitte.com

#### Heather Gates

*Emerging Growth Companies*  
Deloitte & Touche LLP  
+1 408 704 4414  
hgates@deloitte.com

#### Tim Mundy

*Private Equity Complexes*  
Deloitte & Touche LLP  
+1 714 241 5115  
tmundy@deloitte.com

### Consulting

#### Doug Beaudoin

Deloitte Consulting LLP  
+1 617 437 3509  
dbeaudoin@deloitte.com

### Risk and Financial Advisory

#### John Little

Deloitte Transactions & Business  
Analytics LLP  
+1 214 840 7383  
jollittle@deloitte.com

### Tax

#### Wolfe Tone

Deloitte Tax LLP  
+1 312 486 1909  
wtone@deloitte.com

As used in this document, "Deloitte" means Deloitte LLP and its subsidiaries. Please see [www.deloitte.com/us/about](http://www.deloitte.com/us/about) for a detailed description of the legal structure of Deloitte LLP and its subsidiaries. Certain services may not be available to attest clients under the rules and regulations of public accounting.

Copyright © 2017 Deloitte Development LLC. All rights reserved.

081817