



## The M&A Forum

# M&A Issues: A BDO Perspective

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## About BDO Seidman, LLP

- Global Ranking--5<sup>th</sup> (BDO International)
  - BDO Seidman, LLP is largest member firm of BDO International
- US Ranking--7<sup>th</sup> (*Public Accounting Report*, August 31, 2005)
- Largest net gain of SEC clients of any firm for last 2 years
- 62% of Consolidated Revenues are Assurance
- Operational focus on business lines vs geography
- BDO Seidman Alliance—largest network of independent accounting & consulting firms (178 firms in 304 locations with \$796 million in revenues as of 6-30-05)
  - A great model of collaboration and cooperation

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- Understand the end game
- Loose lips sink ships
- Deal with the square pegs
- Speak with one voice
- Sweat the little things
- Communicate--communicate--communicate
- Athletes train for a reason
- The color of the jersey does not matter

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