

Helping technology companies prosper



Technology companies are built on ideas.

APRIO'S TECHNOLOGY GROUP WAS BUILT ON ONE IDEA - WE HELP TECHNOLOGY COMPANIES THRIVE.

In a marketplace where disruption is the goal, we help technology companies focus on consistent growth. Our technology group provides the services, advice and industry connections that technology business leaders need to drive growth at every stage of their business lifecycle. Our professionals specialize in working with technology companies and collaborate with clients to play an active role in their success.

We offer comprehensive services that include:

- Audit and regulatory compliance
- Domestic and international tax solutions
- Federal, state and local tax credits, including specialty R&D Tax Credits
- Financial benchmarking
- Information risk management
- Merger & acquisition and business valuation
- Tax provisions
- Wealth management, fiduciary services and retirement planning
- 401(k) plans

"For over 10 years, Aprio has helped us thrive by providing a broad array of services including audit, tax, information risk management, advising on capital transactions and mergers and acquisitions for global expansion. Their entrepreneurial spirit and deep industry expertise make them the ideal partner to support our company's continued growth on a worldwide basis."

-Brooks Smith, Founder, President & CEO of InComm

Since our founding in 1952, Aprio has developed a deep network of private equity firms, investment bankers, law practices and alliance partners at home and abroad. We'll connect you with the resources you need to continue growing.

Let us help you focus on making the right strategic decisions to grow and thrive.



Mitchell Kopelman
Partner-in-Charge,
Technology Group & Tax Practice
[404.898.8231](tel:404.898.8231)

The benefits of working with us:



Save money

We annually save clients millions by obtaining federal and state tax credits.



Mitigate IT Risks

Mitigate, transfer and avoid data privacy, security and transactional risks.



Access capital

Connect with our deep network of venture capital and private equity firms.



Expand globally

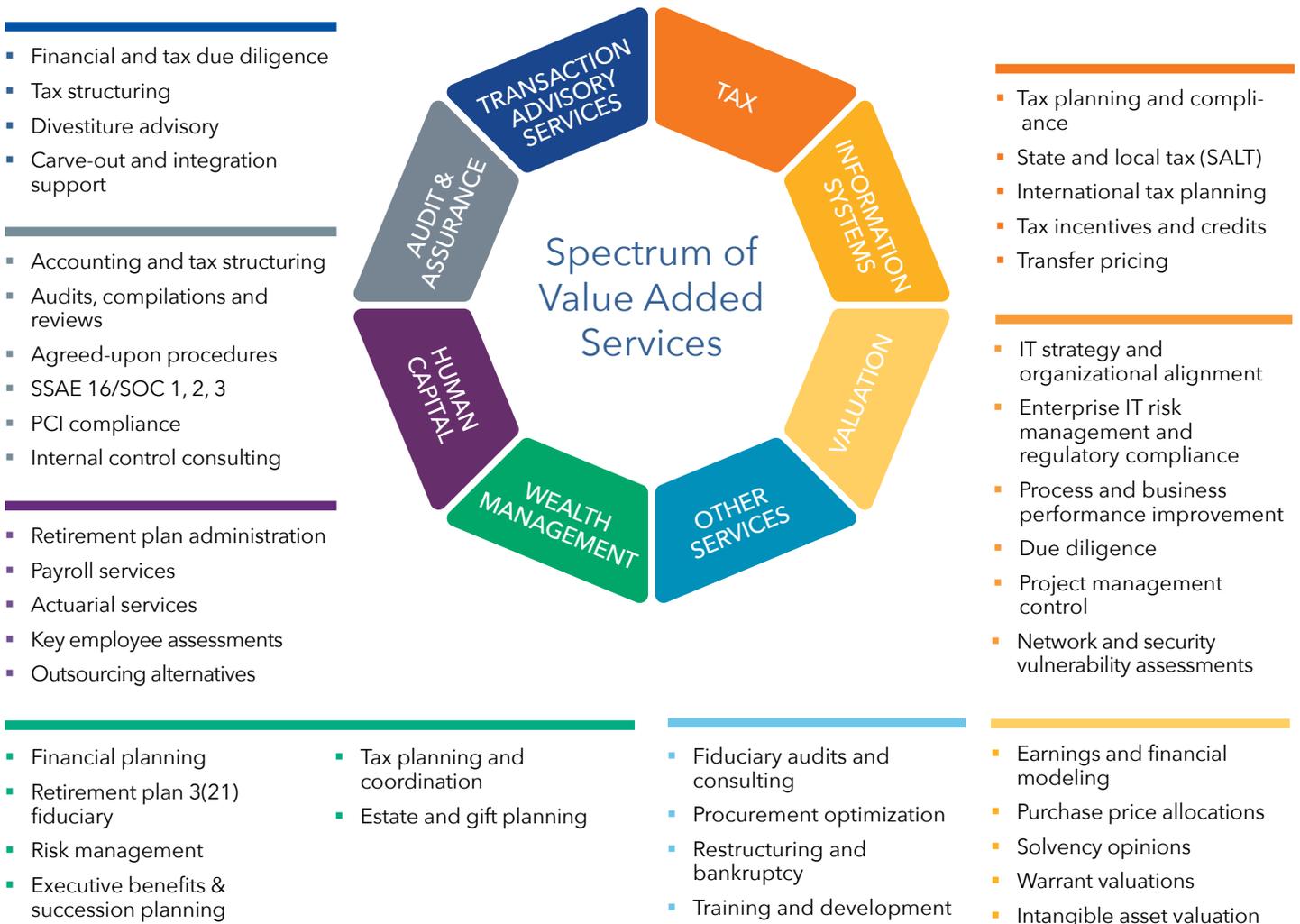
Leverage our international network and expertise to grow your business at home and abroad.



Maximize equity incentives

Structure the right equity incentives and communicate their value to employees.

Comprehensive services and ideas that technology companies need to grow & prosper



WE SPECIALIZE IN THE FOLLOWING SECTORS:

- | | | | | | | | |
|---------------------------------------|--|---|---|--|---|---|---|
| CSP
Cloud Service Providers | FinTech
Financial Technology
Payment Processing | Gaming
Digital
Entertainment &
Video Gaming | HCIT
Health Care
Information
Technology | MedTech
Medical Device
Technology | SaaS
Software as
a Service | Security
Privacy
Compliance &
Risk Management | TSP
Technology
Service Providers |
|---------------------------------------|--|---|---|--|---|---|---|

HA+W | Aprio serves clients in:

FINTECH

Financial solutions for a financial provider

InComm is the market leader in new payment technologies and solutions, providing everything from reloadable debit cards to prepaid wireless solutions. But when InComm needs financial solutions for its own business, it turns to Aprio. The firm advises on tax matters, capital transactions, information risk management and more to help ensure InComm's long-term operational readiness.



Securing and integrating enterprise payment data one transaction at a time

Paymetric is the global leader in secure integrated electronic payments data, providing solutions to Fortune 500 clients. As Paymetric was growing and scaling in the early years, they were operating without a full-time CFO. Paymetric went through a material financial transaction, and Aprio was there to provide advice and assist with all of the pre- and post-transaction tax and audit matters to ensure a successful outcome for Paymetric. Aprio has successfully partnered with Paymetric through all stages of its growth from venture capital to private equity.



HEALTHCARE IT

Working together to improve the healthcare industry

SPH Analytics provides solutions that enable healthcare leaders to enhance the patient care experience and elevate provider performance. Aprio handled all of the post-transaction accounting and integration, both from the company's creation and its recent acquisition. The firm also worked to secure tax credits that gave SPH Analytics money to re-invest in more solutions for healthcare leaders.



Going beyond HIPAA compliance to true risk management

Greenway Health provides data-based products that enable doctors to make patient-driven care a reality. When Greenway Health planned to move beyond HIPAA compliance to create a comprehensive risk management program, they turned to Aprio. Aprio's holistic information risk management methodology enabled Greenway Health to focus its cyber security initiatives on protecting the data assets that represent the greatest value at risk.



Robert Casey
Partner



Charles Webb
Partner



SOFTWARE

Improving operations around the world

Noble Systems helps its clients control costs and improve operational efficiencies through a complete customer interaction management solution. Aprio advised Noble Systems as it grew to an international software provider by consulting on revenue recognition, foreign currency translation, tax structuring, M&A due diligence and domestic and international tax matters, as well as by securing Research & Development and Jobs Tax Credits.

AND MORE !

Creating ongoing information risk management accountability

NCR Corporation is the world leader in consumer transaction technologies, providing businesses with self-service kiosks, point-of-sale terminals, ATMs and more. NCR relies on Aprio to ensure that their SOC 2 and PCI reporting lives up to their own stringent enterprise risk management programs and the needs of their stakeholders and partners. This ongoing relationship provides NCR's internal resources with the accountability necessary to ensure constant improvement.



Creating the latest in critically acclaimed entertainment

As one of the largest video game studios in the Southeast, Hi-Rez Studios creates exceptional online interactive entertainment. Aprio helped Hi-Rez secure millions in federal and state R&D Tax Credits and prepare, sell and transfer their millions of Georgia film credits, providing Hi-Rez with capital to invest back into developing new, exciting games.



Ori Epstein
Partner



Jagruti Solanki
Senior Manager

Specialty services that drive growth

R&D TAX CREDITS

Did you know that expenditures directly related to the development or improvement of a product can qualify for a dollar-for-dollar reduction of federal income taxes owed or previously paid? Federal Research and Development (R&D) Tax Credits can help technology companies “find” and save money that can be reinvested in innovation. Over 70 percent of the states in the nation also offer R&D Tax Credits. Our expert R&D team will work with you to ensure that your business takes full advantage of these opportunities.



Carli McDonald
Partner-in Charge,
R&D Tax Credits

INTERNATIONAL TAX SOLUTIONS

Global companies face a host of issues including intellectual property, cross border transactions and transfer pricing. Aprio is an industry leader in enabling domestic companies to expand abroad and foreign-owned companies to establish operations in the states. Our Technology group works with over 400 clients a day, and 80 percent of those clients are international businesses. Aprio advises companies operating in over 40 countries, and our professionals speak over 25 different languages.



Yelena Epova, CPA
Partner-in-Charge,
International Services

INFORMATION ASSURANCE AND RISK MANAGEMENT

Stay ahead of today's ever-changing threat environment and give your company a competitive edge by taking a proactive approach to IT risk management. If you are a technology or cloud service provider, you must provide IT assurance to your clients. Certifications and compliance can waste resources and create a false sense of security. Aprio Information Assurance Services enable you to avoid, transfer or mitigate risks by delivering the risk assessment, controls and reporting your business needs to maximize data security, privacy, availability and processing integrity.



Dan Schroeder
Partner-in-Charge,
Information
Assurance Services





Jeff Glickman
Partner-in-Charge,
State & Local Tax

STATE & LOCAL TAX

Aprio's State & Local Tax (SALT) practice advises clients on the state and local tax implications of their business operations, allowing clients to strategically minimize their liabilities and risks. Our team has over 50 years of combined SALT experience working in industry, state departments of revenue, public accounting and private law practice. We specialize in all areas of SALT, including matters related to state tax nexus, corporate and personal income taxes, sales/use tax, franchise/net worth taxes, credits and incentives, and mergers & acquisitions. In addition, we represent clients in administrative matters before state revenue departments around the country, including audit defense and settlement negotiations, pursuing voluntary disclosure agreements and obtaining letter rulings.



Cardell McKinstry
Partner,
Transaction Advisory
Services

TRANSACTION ADVISORY

When you're looking at acquiring another technology company or selling an existing one, you need to make sure that there are no surprises lurking in the wings that could derail the transaction. Aprio brings you the specialized knowledge, transaction experience and resources to act quickly so that you can make an informed business decision. We routinely work with corporate clients, private equity firms, venture capital firms, lenders, investment bankers and more to maximize value during each stage of a transaction. We go well beyond routine due diligence to provide an independent prospective on your transaction, identifying "deal breaker" issues and opportunities for higher ROI.

For more information
about Aprio's Technology
Group, contact:



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Aprio is an integral part of the technology community. We support and participate in the following technology organizations:

- Advanced Technology Development Center (ATDC)
- Atlanta Tech Village
- Four Athens
- Georgia Bio
- Georgia Game Developers Association
- Greater Alpharetta Technology Network
- Healthcare Information and Management Systems Society
- High Tech Ministries
- Information Systems Audit and Control Association
- Information Systems Security Association
- International Association of Privacy Professionals
- Metro Atlanta Chamber of Commerce
- Money 20/20
- NeuroLaunch
- Southeast Venture Conference
- Southeastern Medical Device Association
- Southern Capital Conference
- Technology Association of Georgia
- The Indus Entrepreneurs
- Venture Atlanta
- Wireless Technology Forum

About Aprio

Since 1952, clients throughout the U.S. and across more than 40 countries have trusted Aprio for guidance on how to achieve what's next. As a premier, CPA-led professional services firm, Aprio delivers advisory, assurance, tax and private client services to build value, drive growth, manage risk and protect wealth. With proven expertise and genuine care, Aprio serves individuals and businesses, from promising startups to market leaders alike.

Aprio.com

Aprio at a glance



400
Professionals



45
Partners



6 Industry
Specialties



Clients in
40+
Countries



25+
Languages
Spoken



Clients in
49
of the
50 States