

Sageworks Valuation Solution.

Case Study

Generating Defensible Business Valuations

OVERVIEW

Looking for a solution that could be leveraged across multiple offices, [Dembo Jones](#) was seeking efficiency and scalability in their accounting and valuation practice. The firm's leadership realized that increased efficiency could have a notable impact on firm profitability and revenue.

CHALLENGES

[Dembo Jones](#), with multiple offices and with multiple people performing business valuations, found that the firm needed a flexible, best-in-class software solution to improve efficiency across their team. Their existing solution was used locally in one office and was inaccessible to the team at the other office.

Report writing is a tedious task for any firm, and Dembo Jones found that each report required an extensive amount of editing, which, when decoupled from the valuation analysis, became overly time consuming. They didn't have a solution for capturing insights during the valuation process and easily entering them into a report, essentially allowing their customized client report to create itself during the valuation process.

Since Dembo Jones was producing valuations manually through Excel, which can lead to human error, they were spending too much time managing the analysis of client financials. The team was looking for a way to focus their time and energy on providing stronger consultative advice to clients, rather than being stuck in the analysis.

Lastly, Dembo Jones needed a solution that followed business valuation best practices, so that the firm partners could present defensible valuations in court confidently as expert witnesses.

“ Report writing was double the amount of work before we began using Sageworks Valuation Solution. ”

Walter Pennington
President

DEMBO·JONES

CERTIFIED PUBLIC ACCOUNTANTS & ADVISORS

ABOUT DEMBO JONES, P.C.

A full-service firm for over 60 years, Dembo Jones, P.C., provides individuals and businesses with a wide range of accounting, auditing, tax and consulting services. The firm's valuation practice includes several accredited professionals performing valuations at multiple offices.

“ We're more efficient, so we can provide more value during engagements and still be profitable on the job. ”



Walter Pennington
President

SOLUTIONS & RESULTS

Manage Engagements Fluidly and Efficiently

To make their clients' financials more accessible to the various people working on each engagement—and in a secure format—Dembo Jones required a web-based software solution. Sageworks Valuation Solution offers multi-user access so that anyone with a login can access the software from their computer. Client documents are stored in the software so that they can be tracked and later accessed from any computer. As the valuation engagement progresses, the firm's team can review calculations from their computer and share financial insights with clients during meetings.

Save Time by Integrating Report Writing into the Valuation Process

Writing reports can be made efficient through firm templates, but generating the report during the valuation process allows firms to maximize efficiency throughout the valuation process. As financials are adjusted and analyzed, Sageworks Valuation Solution allows the user to make comments that are fed into the report. Benchmarks can be selected, as well as Federal Reserve Economic Data, so that comparisons can be pulled into the report with a single click.

Create Consistency for Defensibility in Court

Dembo Jones now creates their unique client reports, customized to fit their firm, within Sageworks' Report Builder. Walter Pennington, President of Dembo Jones, commented that "I am not a proponent of consistency for consistency sake, but I am a proponent of consistency for efficiency and defensibility sake." Consistency enables Pennington and his team to create customized, high value reports with less editing and fewer opportunities for error. "With the entire team on the same platform, we're much more consistent," said Pennington.

The Sageworks Consulting team can help customers import firm report templates so that every report created with Sageworks Valuation Solution follows the formatting, language and brand of the firm.

Spark Internal Conversations to Provide Valuable Consultation to Clients

Spending less time on analysis and report writing allows the Dembo Jones team to spend more time discussing the appropriate value of client businesses. "We have a number of conversations as to the appropriate value, looking at different positions of the value of the company," Pennington said, noting that web-based software helps to facilitate these conversations through ease of access to client financials.

ABOUT SAGEWORKS VALUATION SOLUTION

Sageworks Valuation Solution is a web-based platform enabling business valuation professionals to streamline workflow, increase realization rates and offer advisory services. Modeled after *SSVS No. 1* standards, the software follows the income, market and asset approaches to generate an accurate, defensible value.

If you would like more information, please contact:

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REQUEST A PRODUCT DEMO TODAY

- Call 866.603.7029
- Email valuationsales@sageworks.com
- Or visit sageworks.com

BENEFITS & FEATURES

- ✓ Offer a value-added service that can win new clients and retain existing clients.
- ✓ Collaborate securely and communicate effectively with partners through a web-based platform.
- ✓ Save time and money with a built-in report writer that simplifies reporting after each valuation and offers comprehensive control over report language and content.
- ✓ Manage projects, store files and track documents in one secure, globally accessible location.
- ✓ Use three core valuation approaches with flexibility to ensure the most accurate value possible.
- ✓ Forecasting is simplified to only one click, allowing users to adjust variables to project a variety of "what if" analyses.