

500+

QoE Reports
Completed

SOP 50 10 8.1

SBA-Compliant
Format

~40

Engagements
Per Month

10

US-Based, CPA-Led
Team

Scope of Our Quality of Earnings Review



Cash Proof & Bank Statement Reconciliation

For the last two fiscal years and the trailing twelve month period, balance sheet cash balances are compared to bank statement ending balances to confirm completeness, and deposit and withdrawal activity is compared to reported revenue and expenses to confirm accuracy.



Documented Add-Backs & Adjustments

Non-recurring revenue or expenses, above or below market owner compensation, related-party transactions, deferred maintenance, and cash versus accrual differences are identified and documented, with support provided for every addback and key assumptions.



Customer Analysis

Customer concentration risk, contract continuity, and the likelihood that existing revenue and margins are maintained after the sale are evaluated for each period.



Trend & Margin Analysis

Multi-year revenue, margin, and expense trends are reviewed to identify seasonality, one-time swings, and irregularities.



Projection Model

A five year monthly projection model, covering the P&L, cash flow, and balance sheet, is built from historical results so buyers and lenders can test different growth and margin scenarios.



Tax Return Reconciliation

The company's financials are reconciled to the last three years of filed tax returns and IRS transcript data, with book to tax differences explained.



CIM & Marketing Material Reconciliation

When a CIM or other broker materials were used to market the business, advertised earnings are reconciled to our recalculated figures and variances are explained.



Working Capital Analysis

Work in progress, deferred revenue, and other working capital categories are reviewed to provide a working capital recommendation and a full working capital analysis for the transaction.



Risks & Opportunities Summary

Key risks and opportunities affecting the durability of earnings are documented for the buyer and lender to evaluate.



Full Management Q&A

Questions asked of company management and the answers received are documented in full, giving buyers and lenders a transparent record.



Every engagement is completed and reviewed in-house by our CPA-led team, not outsourced.

Sample reports and full engagement scope are available upon request before you commit.

Typically delivered in 2–4 weeks • Flat-fee pricing, competitive for the lower middle market

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