

Integra International: adding value through innovative solutions

INTEGRA  INTERNATIONAL®
Your Global Advantage

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Established in 1996 and distinguished by solid relationships, Integra International members continue to serve their international clientele by providing a range of easily accessible services from over 2,500 experienced professionals. Following the recent Integra conference in Atlanta, Ruth Saunders spoke to Global Chairman Don DeGrazia about the importance of the association to members and their clients, as well as plans for the future of Integra.

Integra International started its life as two completely autonomous groups unbeknownst to each other, one in Europe and the other in North America. Upon learning of each other's existence the two groups began cooperating and in 1996 adopted the same name and became formally united.

As the world of commerce is continually expanding, the main motivation behind the inception of Integra was recognising the need for local accounting firms to provide an alternative to the market domination of the 'big four'. As businesses grow and explore new jurisdictions, their advisers, being members of Integra International, are able to continue to assist them as Integra has members in principal business cities worldwide.

Benefits of Integra

Integra International facilitates the ability to reach accounting, tax, business valuation and consulting experts in all corners of the world. This represents an enormous knowledge base to both members and clients alike. Don DeGrazia, past President of the AAA division incorporating Americas, Asia and Australia and current Global Chairman of Integra outlined some of the association's most significant advantages. "The ability to reap the benefit of fellow members' knowledge and experience on a worldwide and almost instantaneous basis provides tremendous advantages to our members and their clients," he said.

"Furthermore, our members enjoy geographic exclusivity in the cities or local regions in which they work. Consequently, they are not at a competitive disadvantage when sharing financial, employment, and practice management information with one another. There is no competition between members for clients, top notch employees and other business relationships.

"This non-competitive atmosphere allows members to share best practices and other tricks of the trade with one another. The many benchmarking sessions which we have held at our regional and annual meetings allow member firms to measure their results and statistics against other similarly sized practices nationwide and worldwide. Within the association we speak openly of the best practices we use for greater efficiency. Sharing this information with one another allows us to benefit financially and in quality of life."

Integra's member firms are typically small to medium sized; making it very difficult for firms to have expertise in all areas and issues affecting their clients. Additionally, with the spread of a global economy it is not possible for individual member firms to provide the required tax and accounting expertise in all the areas of the world where their clients may operate.

Consequently, having reliable colleagues and staff the members know personally from Integra meetings and conferences leverages on the capabilities of others to service their clients through referrals. Mr DeGrazia said: "Integra's referral base eliminates the pressure on clients to seek the services of larger national and international accounting firms at a much higher cost since services of equal quality and experience are available to them through local referrals with our members firms. Questions are being answered or problems solved by representatives of member firms that we know personally and have interacted with in a business relationship in the past."

The future for Integra

With nearly 100 firms in 45 countries worldwide and almost 2,500 partners and staff, Integra International is already well placed to provide comprehensive services all over the world. However, the organisation is always striving to increase its coverage to better serve clients and has strategic plans to do so, as Mr DeGrazia explained. "We have two key geographic areas in which we are hoping to expand our presence, namely China and India. Both are huge countries with vast populations and we are actively looking for potential firms to represent Integra in these jurisdictions. As a demonstration of that commitment, we held our annual global conference in Hong Kong in November 2007. We also held our first ever trade mission in Shanghai and Beijing after the conference," he said.

"We have some very active members, namely CK Cheung and Swenson Advisers who are based in Hong Kong and San Diego respectively. Together they are opening an office in Hong Kong with a view to expanding into China thus providing Integra with an opportunity to further penetrate China. Furthermore, in another high growth area for Integra, our Australian, New Zealand and Southeast Asian members just concluded their first regional meeting."

The quality of Integra members is extremely high and in order to maintain this potential members must undergo thorough due diligence to ascertain their capabilities, skills and expertise before being allowed to join. Mr DeGrazia explained what this entails: "We carry out due diligence work on all potential new members as we have to assure ourselves that both professionally and technically they are a solid firm that adheres to our high quality standards. In addition to this, we need to review their work papers to ensure compliance with ethical and professional standards," he said.

"Usually a current member will visit the potential firm and spend the best part of a day with them talking about the firm, reviewing files, observing the physical appearance of the office and speaking to some of the staff to get a feeling of the firm and to see if we can develop an ongoing relationship with them."

Integra International is constantly evolving and looking for new ways to ensure that their members operate to the highest of standards. One such way is a new crossborder internship programme that gives young staff members the opportunity to work for around six weeks in an overseas office. Mr DeGrazia said: "This internship scheme originated from something that initially began quite informally when a staff member from Swenson Advisers in San Diego went to work for Mark Saunders at Wilder Coe in the UK. The arrangement worked out very well for all involved and provided valuable experience and knowledge of working in overseas jurisdictions. Keith Krzewski, the COO of Swenson Advisers has now taken on the responsibility of expanding the internship programme and we are hoping to see that grow as the year progresses."

Member Directory

Africa

Mauritius
ACN Associates Ltd

Tunisia

KBH Audit et Conseil

Aisa

China
C.K.Cheung (CPA) Co., Limited

Hong Kong

C.K.Cheung (CPA) Co., Limited

India

New Delhi
H.S. Rustagi & Co.

Chennai

Auker Rhodes, Chartered
Accountants

Indonesia

S.Mannan, Sofwan, Adnan & Rekan

Malaysia

Y L Chee & Co

Singapore

K H Goh & Associates
Auker Rhodes - Outsourcing
Worldwide Limited

Australia/New Zealand

Melbourne
Banks Group

Perth

FJH Solutions

Sydney

Watson Business Accountants
Sims Partners

Middle East

Bahrain

Al-Ghanem Certified Public
Accountants

Lebanon

Tadkik s.a.r.l. - Accountants
& Consultants

Saudi Arabia

Dammam

United Arab Emirates

Union Accounting & Auditing

Europe

Austria

BF Consulting Wirtschaftsprüfungs GmbH

Belgium

Bedrijfsrevisoren — Reviseurs d'entreprises
Accountantskantoor
Claesen bvba

Cyprus

M.T.Michaelides Co Ltd

Czech Republic

Fucik & partneri, s.r.o.

Denmark

Revisionsfirmaet Edelbo & Lund-Larsen
I/S Statsautoriserede Revisorer

Finland

Tiltoimisto E. Husu Oy

France

Audit et Diagnostic

Germany

HKPG
Geisselmaier, Mertl &
Partner GbR
Wagemann & Partner
Consulta Treuhand-und
Beratungsgesellschaft mbH
Diehm Treuhand
BTT Treuhand Steuerberat
ungsgesellschaft mbH
Finas GmbH
Dr. Hansen - Voss - Behrens
Dr. Gebhardt + Moritz

Greece

Prooptiki Ltd

Ireland

Hughes Blake Chartered
Accountants & Business Advisors

Italy

Studio Pomara Scibetta
Studio Pellicciardi Rutigliano Tiezzi
& Associati
Studio Sergio Scibetta

Luxembourg

Audit Royal, SA

Malta

PCC Advisors

Poland

KPT Tax Advisors

Portugal

Mouralina, LDA

Russia

Audit Garantija, TM
Slovakia
Fucik & Partneri

Spain

ABGL SL
Charman auditores, S.A.
Bellavista
Sanpe Consultores

Switzerland

Kuhn & Spörri Revisions-
& Treuhand gmbH

Turkey

Kadioglu Yeminli Mali Musavirlik

UK

Barnes Hunter, Chartered
Accountants
Meager Wood Locke &
Company
Wildler Coe, Chartered
Accountants
Harrop Marshall Chartered
Accountants
Auker Rhodes, Chartered
Accountants & Business Advisors

North America

Bermuda

Atlantic Corporate Management Limited

Canada

R A Purcell Inc.
Eidsvik & Associates
Levi & Sinclair, LLP
Feldstein & Associates LLP
Eidsvik & Associates

Mexico

Despacho Limon Mestre S.C.

USA

Arizona

Lohman Company, PLLC

California

Brokstein & Rosen CPAs LLP
Swenson Advisors
HMWC CPAs & Business Advisors

Colorado

Terry & Stephenson, P.C.

Connecticut

Carney, Roy and Gerrol, P.C.

Florida

Binstock, Rubin Adler Aldecoa
and Elzey PA

Georgia

GrossDukeNelson & Co, PC

Illinois

Mann . Weitz & Associates L.L.C.

Maryland

Glass, Jacobson & Associates, P.A.
Polan, White & Associates, P.C.

Massachusetts

Caras and Shulman, PC
Moriarty & Primack PC

Michigan

Fenner Melstrom & Dooling, PLLC

Missouri

Abeles & Hoffman P.C.

New Jersey

Leaf, Saltzman, Manganelli,
Pfeil & Tendler, LLP

New York

LCS & Z, L.L.P.
Stanley Marks & Company LLP

Ohio

Radachi & Company CPA

Pennsylvania

Gold, Meltzer, Plasky & Wise PA

Texas

Salmon Sims Thomas &
Associates, PLLC
GLO CPAs, LLP

Washington

Francis & Company PLLC

West Virginia

Trainer, Wright & Paterno, CPA

South America

Argentina

Riveiro, Condoleo, Balan,
Mary & Asociados
Estudio Ignacio Carnicero

Brazil

Assmann Consultoria Empresarial

Colombia

Euroempresarial Ltda

Ecuador

Castro Mora Asociados CIA LTDA

Paraguay

CYCA - Contadores y Consultores Asociados

France - Audit & Diagnostic

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Founded in 1988, Audit & Diagnostic is a certified public accounting and advisory firm, and member of Group Tuillet, which has 18 partners and 130 employees located in the heart of Paris.

Ranked 30th in France, Tuillet is a multidisciplinary and independent group with a varied client base that ranges from small or medium-sized businesses through to large listed companies covering many service and industry sectors.

The firm is specialised in four specific divisions incorporating audit and assurance, business outsourcing and advisory, risk advisory and actuarial services. From these divisions we offer a range of integrated business and financial services including legal audit, contractual audit, company formation, transaction advisory services, M&A due diligence, outsourcing of consolidated accounts, IAS/IFRS implementation and advisory services, SOX consulting services, accountancy and tax services.

“We became a member of Integra International in 1996.”

We became a member of Integra International in 1996 and have utilised the organisation on many occasions. For example, when a client of mine has operations abroad I can provide him with a local financial professional he can trust for assistance in all areas such as audit, due diligence, book-keeping and tax advice.

One of the main benefits of Integra International is the good personal relationships that we have established with our members through attendance at regional and worldwide conferences. As a result, we are confident that when we refer our clients within the network they will be met with a quick and efficient service from a colleague we already know.

A particular client of mine, a French food company, acquired a US company near San Francisco. I recommended our Integra member firm Brokstein & Rosen CPAs, LLP in San Francisco to do the reporting, book-keeping, and act as a tax adviser to the US subsidiary. I was able to coordinate in French between my client and the US member so language was not a barrier to communication and our client was more than satisfied with the level of service received.

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Banks Group has been a trusted firm in the Australian business community since 1978. We are a full service accounting and advisory firm which has built a reputation for working closely with our clients to build wealth and value in their businesses.

We are experienced in providing advice to overseas entities looking to do business in Australia including the statutory audit of foreign owned subsidiaries. Many of our clients operate on an international basis, due to the increase in the globalisation of business. We have also developed niche global client services in the area of franchising, and music and entertainment.

The growth in international dealings led our firm to review a number of international networks and associations, with the view of enhancing the delivery of global advice to our clients, as well as sharing our own knowledge and expertise. We found Integra International to be the optimal fit for us based on experience, global coverage and firm size, as well as the proactive nature of its administration and board.

A practical example of how Integra International membership may be mutually beneficial for all members as well as our firm, can be seen with our specialist franchising advisory division. We have provided management, financial and taxation services to many franchisors and franchisees, both domestic and internationally for many years.

Currently 30% of Australia's 1,140 franchisors export. It is, therefore, critical that local advice is sought in the export jurisdiction to ensure that the franchise brand is protected, and complies with all statutory requirements. Integra International membership assists us in sourcing the appropriate local adviser in the export jurisdiction.

In addition, one of our own clients, the Franchise Developments Group is one of the most respected franchise developers in Australia. Their expertise is enhanced by input from a highly regarded franchise legal team which ensures a strong synergy in providing quality advice on all franchising related matters. We are therefore in a position to assist any Integra International franchisor or master franchisee clients looking to set up business in Australia.

At BF Consulting we provide a wide range of business consulting services covering all areas of tax consultancy, corporate finance and auditing services to both a local and international clientele. As one of the founding firms of Integra, which was set up in 1994, we are able to offer all of our client's full access to an international association of tax consultants in most countries of the world.

Integra's size and geographic scope is one of its defining characteristics. It is large enough to provide access to almost all countries in the world, yet small enough to ensure that member firms know each other and the partners of the member firms are friends. Consequently, when you refer a client to another member you can be sure that this is the right consultant for your client.

Integra International helps us by providing international expertise for our international clients. We often refer to our Integra clients for assistance with our Austrian clients who are increasingly doing business abroad, as well as dealing with referrals from other member firms for their clients who are intending to do business in Austria. Often, when acquiring new clients in Austria our member firms or their clients may specifically request that we have international experience.

There are many challenges inherent in cross-border transactions. However, the main challenges that arise when assisting foreign companies in Austria are related to the overall establishment of the entity. Language is not a barrier to communication for us, as besides German, all of our employees speak English with some also fluent in Russian, Czech, French, Italian, Spanish, Mandarin and Polish.

Integra strives to ease any challenges in cross border transactions by providing international tax groups, IFRS groups and internship programs, so we can further support our clients and train our staff. In addition to this, our staff often visit other member firms to receive training in matters specific to their jurisdiction. We also try to support members so we have uniform standards.

As the business environment becomes ever more global we find ourselves increasingly referring our client's international matters to our Integra member's world wide. Our member firms, therefore, benefit from international clients with accounting, taxation and auditing needs.

Our firm provides accounting, auditing, tax preparation and estate and tax planning services, as well as business planning and investment analysis. Our partners and staff have expertise in diversified areas, enabling us to serve our clients' most basic and complex needs.

When it comes to clients, our firm's philosophy on service extends beyond individual engagements. We strive to provide personalised and timely service to each of our clients and do our best to provide the proper professional guidance needed in today's rapidly changing business environment.

By allowing our professional staff some flexibility in their schedules, we have created an environment which not only enables them to provide our clients with personal attention and timely service, but also to devote time to personal and civic involvements. We find that providing this type of workplace has resulted in strong loyalty from our staff and the feeling that our firm is more like a family.

We are a mid sized firm so our clients benefit from a personalised, quality service that is beyond comparison. However, our membership in Integra International affords us large firm capabilities and resources. Our membership in this global association enables multinational organisations to have their accounting and auditing handled in any part of our country by accountants who know and are familiar with each other. Integra provides a welcome alternative to the 'big four' who might refer business to its local office but have no direct tie or link to that office.

We have handled a number of referrals from various parts of the world, in particular South America. We are a bilingual firm with many staff members and partners speaking Spanish. This enables us to assist our Central and South American members with ease.

Generally, foreign organisations are not always familiar with the way business is run in the USA. As USA CPA firms we need to be aware of this and have the ability to provide information, as well as a level of comfort to these organisations when they do business here. In these cases the challenge is more than providing accounting and auditing services; the challenge is to provide them with a non-intimidating environment to conduct business.

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Despacho Limon Mestre, S. C., is a prestigious firm with extensive experience in providing highly specialised accounting, auditing, and tax consulting services. We have had a strong presence in the Mexican market for more than three decades and we are characterised by the dynamic, professional, and ethical service we provide to our clients.

Our clients consist of both national and international corporations that are active in a wide range of sectors including real estate, construction, education, tourism and mining. The firm comprises more than 100 professional and is headed up by three partners with broad experience in various fields within the world of business.

As businesses grow and become more international in their scope, they increasingly require advice in foreign jurisdictions. For example, they may need quick and efficient information about what is required to establish a company in Canada, an accountant firm in Hong Kong or to be advised on obtaining the right tax effect when they buy a corporation in Miami.

We have looked to our Integra colleagues on a number of occasions for local assistance in Prague, Vienna, Barcelona, Madrid, London, Buenos Aires and Hong Kong. On every occasion we have received a quick and satisfactory answer, sometimes within a matter of hours.

In turn, we have helped our Integra members on many occasions. For example we advised a corporation located in Argentina with their tax and accounting issues. When its operation decreased we assisted with the book-keeping, tax compliance and acted as liquidators for the company. Our work with Integra members can be further exemplified by the assistance we provided to a US firm with their audit work and the preparation, inventory, accounting and tax consultation we carried out for a Spanish firm.

Since joining we have found Integra International to be more than just names in a directory; above all we are friends. We have all spent time together at the conferences where we can discuss our best practices and refer work to each other. Integra's member firms are not in competition with each other, we are building links that will provide us with new clients, long term work and profits. We respect our members and together we are working hard to make Integra International one of the best organisations of its kind.

Founded in 1984, E. Husu Oy is an accounting firm based in Helsinki, Finland. Our primary aim is to provide a first class service to our clients by offering a wide range of services including accounting and book-keeping, VAT, financial statements, tax returns, payroll, bank transaction services, consulting, sales invoicing, business start up and planning and business administration and management services.

In today's business environment global communication is key and in order to stay connected we are involved in the Association of Finnish Accounting Firms, the Helsinki Region Chamber of Commerce and Integra International.

Integra International is a worldwide association of accountancy firms and we have been an active member of the organisation since 2005. Integra equips us with an international knowledge and access to a vast number of professionals all over the world who are always willing to assist us with any queries we may have.

"Integra equips us with an international knowledge."

Integra is particularly useful when helping clients to set up operations abroad, as we can rely on our Integra colleagues to provide us with information particular to their jurisdiction.

On the other hand, our Integra colleagues can look to us to provide knowledge of the Scandinavian market and utilise our contacts in the Scandinavian and Baltic countries. When assisting foreign organisations in our country we often assist with establishing the company and keeping them informed about Finnish laws and business manners, registering their firm and keeping them up to date on the obligations they have as an employer in Finland. We always aim to respond to any queries quickly and efficiently, in the same manner that other members would respond to us.

The annual conferences hosted by Integra act as a forum for the exchange of information between members and also enable us to build up relationships to further ease crossborder communications. We are hosting the Integra EMEA conference in Helsinki in June 2009.

FJH Solutions provides a wide range of quality accounting and business development services including tax consulting, management consulting, investment advice, business planning and estate planning to a wide range of national and international clients.

The strength of our relationship with our clients is fundamental to our future success. The important role that all staff play in building and maintaining the quality of this relationship cannot be overstated. Therefore, FJH Solutions is committed to staff development and training and keeping abreast of the latest technology.

We have been a member of Integra International since 18 September 2006. Being associated with Integra allows our firm access to international advice and expertise so that we can provide our clients with a greater level of service.

One of the main benefits of Integra is the quality of the member firms. Each member firm has partners experienced in advising clients engaged in international business as well as local. Particular importance is placed on bridging cultural and linguistic differences between negotiating parties, which is a vital catalyst for a successful transaction

"FJH Solutions is committed to staff development."

Integra hosts regular meetings and conferences in order to build relationships between member firms and facilitate the exchange of knowledge and information. Two of our partners will be attending our first Australia/New Zealand/SE Asia regional engagement in Melbourne where the main topics for discussion will be the organisation of Integra within the region, ways to extend membership and technical issues, including an update on the status of International Financial Reporting Standards and the imminent application of IFRS to private companies.

Each firm in attendance will also have the opportunity to present themselves to the group, highlighting their interests and capabilities, what they wish to gain from Integra, both regionally and globally and any recent developments that have taken place in that country/state that may be of interest to the other members.

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GLO CPAs is one of Houston's leading certified public accounting and advisory firms. We provide a comprehensive range of services encompassing auditing, accounting, financial planning, personal and corporate tax planning and preparation and investment services to private and public companies and high-net-worth individuals.

We act as a trusted business resource to our clients and strive to help them manage and optimise growth. Through our affiliation with Integra International our services span the globe and we can assist our clients in almost any country in the world.

As a result of our membership in this global association we are able to answer any questions our clients may have that would otherwise have been difficult to answer on our own. We have also had the opportunity to work with other firms on numerous crossborder projects, which has meant that we are ultimately better able to serve our clients here in Houston, and abroad.

Integra consists of a wide range of firms of varying sizes and with varying strengths that cover a large spectrum. The annual conferences provide a way for member firms to form relationships with each other, exchange stories and refer business matters. Knowing that we have Integra members we can rely on in so many countries around the world makes for a much stronger accounting firm.

It's virtually impossible for one mid-sized firm to have experts on all countries' tax laws or auditing standards, which is why Integra is so important. In addition to this, Integra members are always ready and willing to assist our firm with any questions or concerns our accountants or auditors have and it is easy for us to refer business to other Integra firms if we have clients who have specific issues in different countries.

We bring to Integra a wealth of knowledge across accounting, auditing and investment fields as well as an entrepreneurial spirit. Although we are primarily based in Houston working from three offices, we think on a global scale and are currently establishing offices in Zurich, Switzerland and Beijing, China to better serve our current clients and to meet the demand of emerging markets.

Gold, Meltzer, Plasky & Wise provides a full range of accounting, auditing, tax, business valuation and litigation support services to closely-held and family owned businesses.

We joined Integra International in November 1999 following a telephone conversation with the Integra AAA founder and first president, Richard Glickman. Richard promised me that membership in Integra would 'broaden my horizons' which, of course, was correct.

The Integra network brings many benefits for our clients, such as immediate access to accounting and tax professionals worldwide providing instant answers to international oriented business questions which previously took hours to research. Clients also benefit from prompt responses to requests for referrals to lawyers and consultants worldwide.

Through our personal knowledge of and interaction with our fellow members around the world we have known and reliable experts to turn to on our clients' behalf when international issues arise. Since our members must undergo due diligence before being allowed to join Integra, we develop a good feeling for their capabilities, skills and expertise. After spending time with our colleagues at various conferences, we also develop personal relationships. As a result, we can refer our clients with great confidence to other members to solve regional, national, and international cross border issues.

An example of such a situation occurred some time ago when a client in the oil drilling industry located in Yukon, Canada approached a partner in his Vancouver, Canada based accounting firm, Richard Purcell, indicating that he had an interest in drilling for oil in Argentina. The client was very concerned as to how they would be able to identify an accounting firm and law firm so many thousands of miles away on a different continent in a country which speaks a different language.

It gave the client great relief when Richard Purcell was able to call Oscar Mary in Buenos Aires knowing that his firm had an office and legal relationships in Argentina. Within half an hour, the client from Yukon was able to engage an accounting firm and a law firm located in the capital city of the country in which he wanted to expand. Contacts such as that are obviously extremely beneficial and of great interest to our clients.

Located in Cheadle, Greater Manchester Harrop Marshall are an independent firm of Chartered Accountants, business advisers and tax specialists serving a wide client base ranging from private clients through to large companies covering many industry sectors.

Commercially minded individuals support all of our clients, offering a creative and innovative approach to helping clients achieve their personal and business objectives. All of our clients benefit from our pro-active approach which ensures that there is an on-going discussion between us, keeping a current picture of the progress we have made throughout the year. As a result, we are able to anticipate problems and recommend practical solutions before the year end, when action can prevent future trouble.

We have been an active member of Integra International since 1998 and membership provides us with the opportunity to leverage our skills to win business from international clients by offering an extensive global association of business partners in key locations.

"Our clients benefit from our pro-active approach."

Some associations are little more than a directory of firms and have little in common with each other. The Integra members meet regularly, know each other well and share ideas openly. Our colleagues within the association have generally trained with the major accounting firms but have chosen to build their own practices without the constraints and bureaucracy of the 'big four'. As a result, the quality of the members is extremely high and we have every confidence when referring work to our Integra partners.

When assisting in crossborder transactions we are often faced with many challenges and as a firm we are able to overcome these with professional advice from Integra. In addition to this there are specialist business groups established for taxation, audit, IFRS, SOX and now corporate finance. This enables specialists to network more closely and share expertise and opportunities.

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Studio Pomara Scibetta
Associazione Professionale

Based in Limassol, Cyprus we offer comprehensive services in the areas of international tax planning, audit, book-keeping, tax and forensic services. In addition to this we can assist with the incorporation and administration of companies in Cyprus and the provision of nominee services through our affiliated management company .

We became a member of Integra International in June 2004 in order to further serve our international clientele. As a result of our membership our clients feel secure knowing that we are in a position to assist with their international operations, either directly or through another member firm.

When we refer work within Integra we benefit directly from a speedy response and a quick and efficient delivery of information. Our member firms are all of a high quality with specialist knowledge in key areas, so we know that when we turn to them for help we will be met with a knowledgeable reply. We are personally acquainted with our members from regular attendance at Integra conferences. This aids communication as it is like turning to a friend for help.

“Since joining Integra we have handled a number of referrals from Europe.”

Overall, our Integra membership has added extra value, both to the firm and to our clients. It increases and improves upon the quality of services we can offer to our clients and it adds to our confidence, just knowing that there is always a helping hand anywhere in the world.

Since joining Integra we have handled a number of referrals from Europe, in particular Denmark, Austria and the Czech republic. We have also provided a lot of tax advice on proposed business plans to other member firms.

In each case we had to communicate and coordinate things between the member referring the client and the client himself. Each case was dealt with on time and with a high level of skill and responsibility.

PCC Advisors is an accountancy based company established in Malta providing value added advisory and management services to a diversified portfolio of clients.

With the assistance of both local and overseas business associates we are well placed to meet our clients growing needs in areas such as IT development and implementation, marketing, web development. We recently amplified our services by offering support to companies interested in entering Russian speaking countries/markets. Our philosophy is based on a client-oriented tailor-made service, and is geared to provide the sort of flexible solutions corporate clients require in today's fast changing environment.

We were officially confirmed as a member of Integra International during the EMEIA conference that was held in Amsterdam in 2005. As director of the company I was present at the conference and was able to make a presentation on the company to all the members present.

Following this, we hosted the EMEIA conference in June 2007, which was a huge success. These regular workshops and conferences organised by Integra are an invaluable networking tool and essentially act as a forum for sharing knowledge and information between members and jurisdictions.

The main advantage of Integra is that it recognises the fact that family businesses are the driving force of our economies and, as a result pays particular attention to this market. Family businesses make up more than 90% of total companies in Malta and many of them are only in the second generation. Therefore, the expertise Integra can offer in family succession is beneficial both to us and our clients.

Our firm has a particular interest in attracting international clients who wish to operate from Malta and the main challenge is to convince such organisations that Malta is an efficient tax jurisdiction. Utilising the Integra network we can assist these foreign organisations by providing them with the necessary legal framework, the registration and domiciliation of companies, accounting and support services and provide overall assistance in acquiring corporate finance, audit, taxation and company secretarial services.

Our firm joined Integra International in June 2004, during the Düsseldorf Conference. Since then we have come to know our Integra colleagues very well from attendance at meetings and conferences where we can share ideas, vision and know-how with other like minded professionals.

We have many clients with international business needs who seek assistance in overseas jurisdictions and through Integra they have the benefit of a local adviser available to support them globally. Furthermore, we study and develop our international solutions on tax, audit and legal issues to facilitate our clients in their international transactions.

A particular client of ours had commenced working on a building site in France for an initial period of five months. It soon transpired that they would be staying in France for an extended period of 19 months and in order to do so they had to open a 'Permanent Establishment' in the country. This was a very difficult situation, because the company was not prepared, from an accounting point of view, to manage a Permanent Establishment abroad. Furthermore, the project was not profitable and it was not easy to demonstrate this to the French tax authorities.

“We have many clients with international business needs.”

We enlisted the help of our French Integra members, Mr. Gerard Madec for tax advisory assistance and Mr. Olivier Mourin from Audit and Diagnostic for accounting and audit assistance and between us we were able to solve all the problems for the client. As a result we were able to re-build a Permanent Establishment in a matter of weeks and ensure all documents were compliant with French law. The client presented a regular tax return in France avoiding any risk of tax audit and the income exposed in the tax return was consistent with the real profitability of the project.

In this case Integra International demonstrated its ability to provide a fully coordinated team, with experts in different fields (tax, audit, legal) and in different countries (Italy and France). All members of the team were coordinated on the same objective, the success of the client, which is always the most important thing

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Recently named one of the Top 100 SEC Audit Firms in the United States, Swenson Advisors, LLP has been providing professional accounting and financial management services to clients throughout Southern California for the past 10 years.

We have offices in San Diego, Murrieta, and Hong Kong and can service clients worldwide through our affiliation with Integra International.

We joined Integra in 2000 and have since participated in over 23 meetings. Membership of Integra provides our clients, who are doing business beyond the local area, with access to over 2500 other CPA's and their talents and global resources, thus allowing a mid-tier CPA firm such as ours to be able to compete against the large international and national firms.

We can provide to our Integra members expertise on Sarbanes-Oxley for publicly traded entities as an independent registered Public Accounting Firm with the PCAOB. We can also provide assistance with respect to IRS/FTB tax compliance, along with merger & acquisition structures, and international tax & accounting services. Furthermore, we also bring Global CONNECT and HR/Internship leadership to the group.

Our collaboration with Integra can be exemplified by the work we did with a NYSE company with offices outside California. Prior to joining Integra this task would have been outside of our staffing capabilities. However, we were able to utilise three North American Integra firms and build a team comprising six of their staff members, alongside our own team.

Together we were able to deliver a product on time and with much less cost than the client's previous international CPA firm was capable of doing. The overall outcome was positive for all involved. The client was extremely pleased with the quality of the work we provided and we gained a client that we would not have had access to if it wasn't for the support of Integra. In addition, the other Integra firms involved were able to expose their staff to SEC work which they did not currently perform in their local offices.

We are an audit, tax consulting and management consulting company and one of the first members of Integra International. We are very active within the network and have helped Integra to develop and grow since its inception. Firm partner Dirk Lehmann is a member of the European Tax Committee which specialises in crossborder tax issues to help clients and other Integra members in special cases. In addition to this, firm partner Thorsten Stielow is a member of the European Executive Committee which organises and manages the European part of Integra.

We have offices in Berlin and Hamburg but are active throughout Germany. As a firm, we are highly experienced with international tax questions and we have the added benefit of CPA qualification, which is important when advising US corporations and citizens.

The main benefit of Integra is the assistance we get from the organisation in crossborder transactions, especially relating to taxation, tax planning and auditing. Foreign organisations are increasingly looking for the kind of international services Integra offers and we are pleased to be able to provide this as an alternative to the 'big four'.

Integra member firms are not too large, therefore, a client is regularly advised on their international transactions by a partner. The partners of the member firms are all well acquainted with each other from meeting at local and international conferences so, aside from having a professional relationship, are also friends. As a result, we are confident that when we refer our clients within the network they will receive an efficient and effective service.

With the help of our Integra members we have advised a client of ours, an EU based holding company that is active in the construction sector with subsidiaries in Italy, Switzerland and Germany. The parent company and the subsidiaries needed detailed advice on a number of jurisdictions so our colleagues in countries including Austria, Germany, Switzerland and Belgium helped to clarify matters regarding taxation such as VAT, taxes on income and social security. The client received a high level of service from all members and we were able to answer all queries quickly and effectively.

Wilder Coe is a firm of business advisers, tax advisers, corporate recovery and insolvency specialists and we have been appointed as the London representative for Integra International.

Integra member firms share knowledge openly and regularly, in order to offer expanded professional services to their clients, including meeting their national and international needs. In addition to this Integra is dedicated to facilitating the exchange of information between members and advising growing businesses and professionals.

We are able to offer a full range of services to both our domestic and overseas clients and assist with any accounting and taxation issues that may arise in the UK. Not only can we provide the full range of professional accounting services ourselves but we also work with lawyers, bankers and government agencies so that we truly can deal with almost any business or taxation issue that may arise. We also have a very experienced and committed team who have made contact at a number of levels with other Integra members from around the world.

The main international issues that usually arise in cross border deal making are mainly to do with taxation, particularly VAT throughout the EEC and payroll taxes, which are very different throughout the world. We are also often faced with accounting issues related to the differences between accounting standards in certain jurisdictions. However, with the imminent worldwide acceptance of International Financial Reporting Standards (IFRS) this issue may disappear over the next five years.

Alongside our member firm in Boston USA, Carass and Shulman, and with the help of Integra we assisted an American software company with the establishment of a subsidiary operation in the UK. We initially met with the client when they came to the UK and after deciding to establish the business in London we provided advice on corporate structure, VAT registration and payroll matters. The company has just completed their first period of trading and we are now due to prepare their first set of financial statements for audit.

Furthermore, through the association we were able to discuss matters between professional advisers and ensure that every matter of concern to the US client was dealt with quickly and efficiently.