

Retail



BUSINESS-TO-CONSUMER

Retailers must have access to a business partner that understands the nuances and complexities of the industry and the dynamic environment in which they operate. Competition in the market can be tough and we are here to help.

At Schneider Downs, we strive to maximize the potential of our clients' operations, while growing revenue and reducing costs. As one of the largest firms in the tri-state region, we know the value of personal focus. We began serving retail clients in 1956 and today serve more than 50 B2C clients across all of our practice disciplines. Each day, we are interacting with retailers in the region, and we are proud to say that our client list includes a broad spectrum of companies that have a consumer orientation and focus.

INDUSTRIES WE SERVE IN THE RETAIL SECTOR

We serve a variety of industries in the retail sector, including clothing retailers, convenience stores, department stores, discount stores, entertainment companies, franchisors / franchisees, restaurants / quick service restaurants, furniture distributors, the hospitality industry, jewelry stores and specialty stores.

Schneider Downs can provide many services to your business to consumer (B2C) company, including but not limited to:

Audit and Assurance Services

- » Financial statement audits, reviews, compilations and other attest services

- » Common Area Maintenance (CAM) audits
- » Store profitability analyses
- » Freight surcharge and pricing analysis
- » Commission plans
- » Profitability studies
- » Budgeting
- » Benchmarking
- » Consumer behavior analysis surveys
- » Accounting standards implementation assistance (i.e. FASB ASC 842 - Leases)
- » Outsourced Accounting Advisory Services

Tax Services

- » Tax compliance and planning, particularly for franchisors and franchisees
- » State and local nexus issues for organizations with multiple locations
- » Cost segregation studies
- » Sales and use tax reviews and refunds
- » Tax audit support (federal, state, local, sales, use and other taxes)
- » Research & Development Credit
- » Employee Retention Tax Credits
- » International tax
- » Federal and state audit defense

Business Advisory Services Due Diligence Assistance

- » Cash flow modeling
- » Incentive programs
- » Assisting stores with tracking and reporting key financial information to management

- » Business valuations
- » Staffing solutions (permanent and temporary, from Chief Financial Officers to entry level accountants)

Cybersecurity

- » Penetration testing
- » Web application penetration testing
- » Digital forensics and incident response
- » Purple team assessments
- » Compliance services
- » AWS / Cloud security assessment
- » Vulnerability assessment
- » Infrastructure assessments

Risk Advisory Services

- » Co-sourcing / outsourcing of internal audit
- » SOX compliance
- » SOC reports
- » Fraud risk assessment
- » Enterprise risk management
- » Third party risk management
- » Supply chain review
- » PCI DSS compliance
- » Software recommendations

Technology Advisory Services

- » SimpLEASE (making accounting for 842 leases easy)

- » Inventory systems controls
- » Software recommendations
- » Digital transformation
- » Data analytics
- » Data integration / data warehouse solutions

Schneider Downs Corporate Finance, LP

- » Business analysis
- » Procuring financing
- » Mergers and acquisitions

Schneider Downs Wealth Management Advisors

- » General business consulting and best practices, including family business and succession issues
- » High net worth investment strategies
- » Retirement solutions

Schneider Downs Retirement Services

- » Plan management
- » Investment advisory
- » Recordkeeping
- » Non-qualified plan design / key executive plans
- » Annual compliance testing
- » Form 5500 preparation



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This brochure describes certain services of Schneider Downs & Co., Inc. that may be available depending upon the client's particular needs. The specific terms of an engagement letter will govern in determining the services actually to be rendered by Schneider Downs to a particular client.