

ADVISOR IN
MANAGEMENT
SOLUTIONS



ALLIOTT
GROUP

A WORLDWIDE ALLIANCE OF INDEPENDENT FIRMS

Introduction to Advisor in Management Solutions (AMS)



Who We Are

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- We are audit, accounting, tax, management, and systems professionals.
- We provide top quality services, having in place all technical resources and specialists with extensive experience to effectively and efficiently serve our clients.
- Our main services include:
 - ✓ Audits
 - ✓ Bookkeeping
 - ✓ Payroll Process
 - ✓ Taxes
 - ✓ Implementation of Administrative - Accounting Systems
 - ✓ Management Consulting
 - ✓ Training
- The solutions we propose are based on the client's actual needs.
- We have no "magic recipes" or "explicit scripts" but well-done work based on appropriate planning and thorough knowledge of the client's business.
- Our clients are differently sized.
- We keep open communication channels for our clients to have fast, efficient direct access to the partners.

- Our experience in and appropriate use of audit techniques allows us to provide our clients with high-quality, value-added services.

- Our audit services include:
 - ✓ Financial Statement Audit
 - ✓ Due Diligence Processes
 - ✓ Limited Reviews of Financial Statements
 - ✓ Specific Reviews and Financial/Legal Expert Appraisals
 - ✓ Internal Control Systems Evaluation
 - ✓ Specific Item/Heading Audit
 - ✓ Agreed Procedures
 - ✓ Fraud and Irregularity Investigation
 - ✓ Advice on Registration with the Securities Exchange
 - ✓ Merger & Acquisition Audit
 - ✓ Budgets and Reviews of Financial Forecasts

Bookkeeping, Payroll, and Management Services

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➤ Bookkeeping

- ✓ Company organization, business activity start-up registration, and actual launch
- ✓ Accounting for professional practices
- ✓ Accounting for companies
- ✓ Diagnosis and reengineering of administrative - accounting systems
- ✓ Definition and Scheduling of the following activities:
 - Accounting
 - Invoicing
 - Inventory control
 - Cost control
 - Fixed assets
 - Wages
 - Treasury
- ✓ Accounting department supervision
- ✓ Preparation of financial statements under Chilean standards
- ✓ Preparation of financial statements under USGAAP, IFRS or IAS standards
- ✓ Preparation of financial statements in predetermined formats
- ✓ Financial statement consolidation, combination, and compilation
- ✓ Chart of accounts design
- ✓ Preparation of accounting manuals
- ✓ Reconstitution of accounting records
- ✓ We make the Softland Advance software available to our clients for use in a Terminal Services environment, at no extra charge

➤ Payroll Process

- ✓ Processing and payment of regular and private (senior management) compensations
- ✓ Vacation control
- ✓ Maintenance of provisions for length-of-service bonuses
- ✓ Presentation of medical leaves of absence to the appropriate organizations
- ✓ Employment contract updates
- ✓ Calculation of length-of service bonuses and other payments

➤ Administrative Processes

- ✓ Legal representation
- ✓ Use of our offices as Place of Business
- ✓ Supplier control and payments
- ✓ Payment scheduling with issuance of documents
- ✓ Invoicing
- ✓ Collection
- ✓ Fixed Assets Subledger keeping and control
- ✓ Assistance with stocktaking and inventory control
- ✓ Issuance and stamping of legal ledgers

Tax-related Services

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- We offer tax advice to companies, partners, and natural persons, as follows:
 - ✓ Diagnosis of the Operational Enterprise's current tax structure
 - ✓ Diagnosis of the investment vehicle's current tax structure
 - ✓ Optimization of tax burden in investment projects
 - ✓ Optimization of tax concessions in tax returns
 - ✓ Analysis and selection of more efficient tax regimes
 - ✓ Planning and use of tax benefits.
 - ✓ Special tax regimes
 - ✓ Corporate split-off
 - ✓ Mergers and acquisitions
 - ✓ Local tax services
 - ✓ Tax due diligence processes
 - ✓ Representation before the internal revenue service
 - ✓ Tax-related investigation and counseling
 - ✓ Determination of additional taxes and preparation of Form 50 for tax payment
 - ✓ Determination of income taxes, preparation of tax return, and payment of taxes
 - ✓ Advice on and implementation of the Taxable Income Fund (Fondo de Utilidades Tributarias, FUT) ledger
 - ✓ Advice on and implementation of the Non-taxable Income Fund (Fondo de Utilidades No Tributarias, FUNT) ledger
 - ✓ Alternative forms of business organization
 - ✓ Tax counseling
 - ✓ Taxation training
 - ✓ Advisory services based on a monthly fee

Implementation of Administrative - Accounting Systems

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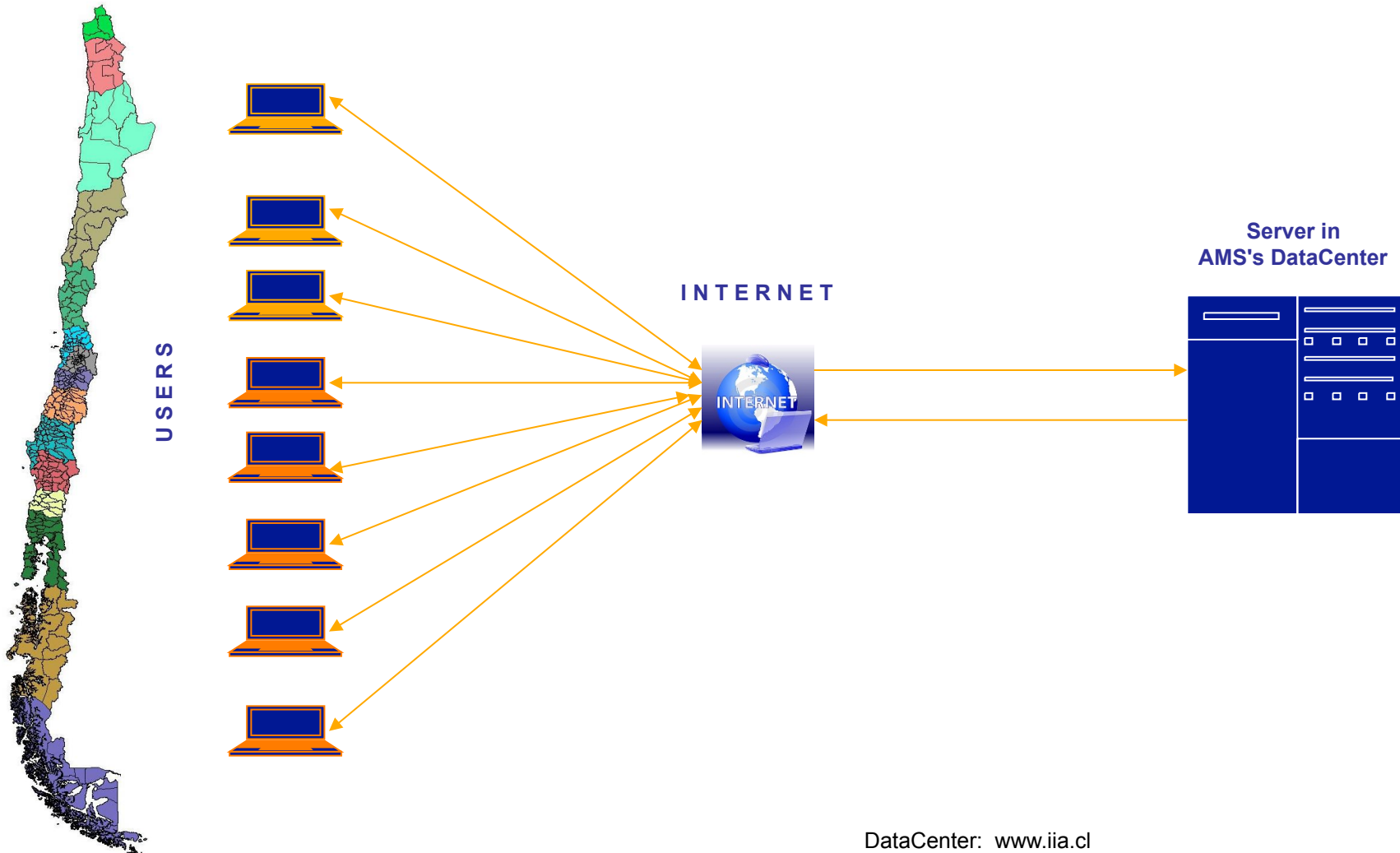
- AMS specializes in the implementation of administrative - accounting systems
- The system to be implemented is financed with Real Time savings and Increased Operational Control
- The ultimate goal is to turn the Accounting Area into a real-time, actual control unit
- Savings in Systems Procurement [ERP (US\$40.000) vs.. SAP (US\$1+ million)]
- Savings in man-hours per annum
- Nation-wide service coverage (includes access to ERP by Web platform)
- As a governing principle, AMS seeks to become a long-term strategic ally of its clients

Easy access to ERP via Internet

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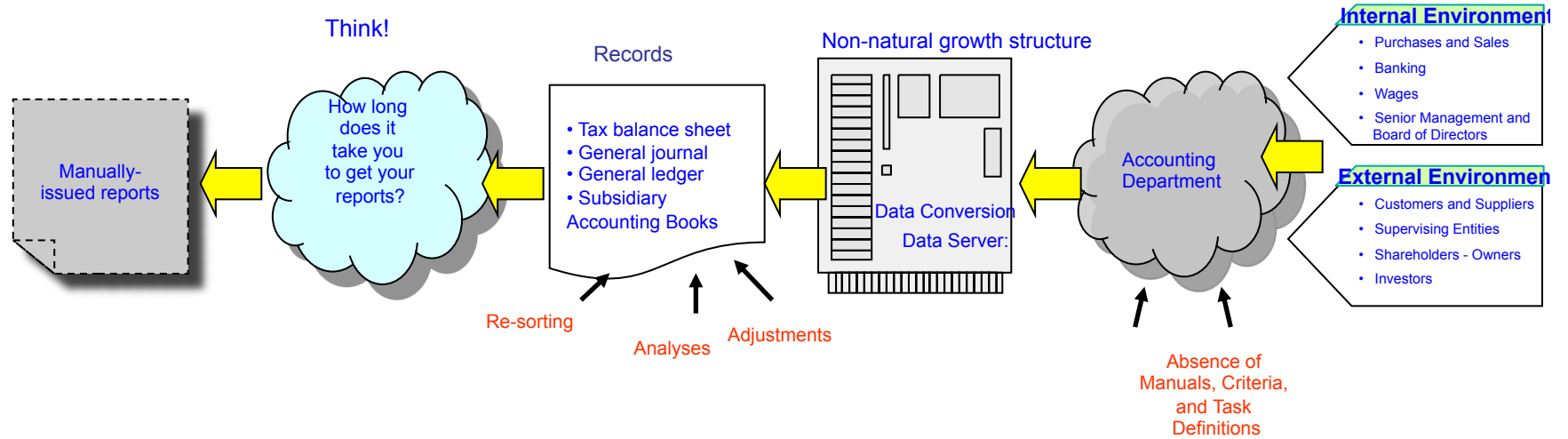
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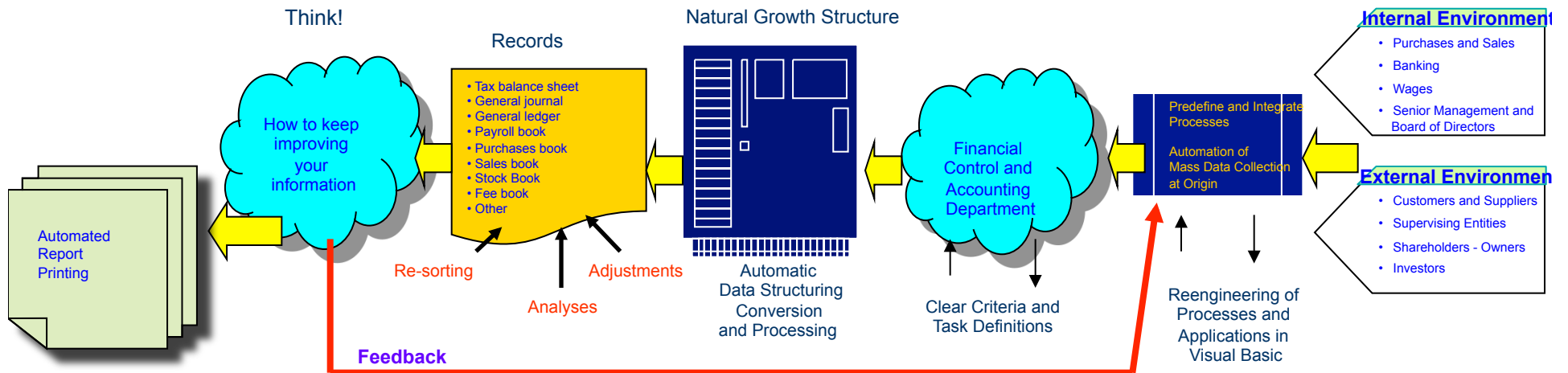
DataCenter: www.iaa.cl

Working Methodology (Data Management Automation)

Current



Suggested



Mass recording of accounting data

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➤ Context

- ✓ Companies with large transaction volumes
 - need large numbers of personnel.
 - Error occurrence growth is exponential.
 - Time is insufficient to do all required work.

➤ Solution

- ✓ Identify great volumes of uniformly structured data.
- ✓ Uniform structures include: Purchases, Sales, Payroll, Bank Transactions, etc.
- ✓ Automate the primary, large-volume, manual accounting cycles.
- ✓ Carry out analysis and generation of reports in real time.

➤ Savings

- ✓ Substantial reduction of time required for repetitive data recording
- ✓ Fast data update or correction of errors.
- ✓ Increased time for further management and control.
- ✓ Better, real-time decisions.
- ✓ Decreased costs and decreased man-hours.
- ✓ Elimination of manual validation resources.

Automatic Report Processing and Issuance

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➤ Context

- ✓ There is high demand for more and better management reports in organizations. However,
 - Accounting software has limitations as to report generation.
 - The need for information exceeds the standard possibilities of computer systems.
 - Manual report generation requires a great amount of time and specialized personnel.
 - The need for complex reports is usually immediate and growing.

➤ Solution

- ✓ With the appropriate tool, the time required for generating special reports may be reduced by more than 100 times
- ✓ The origin of the information to be processed is data exported from the accounting system or any other source
- ✓ Report configuration parameters are specifiable
- ✓ Well-defined parameters and data processing ensure the generation of accurate, absolutely reliable information
- ✓ Define the reports to be generated

➤ Savings

- ✓ Development of a processing, programming, and results control model
- ✓ More and Better Reports
- ✓ Time optimization and, consequently, Enhanced Management and Control

- Some of the services we provide in this context are summarized below:
 - Business, operation, financial, and compliance Risk Management (risk maps).
 - Design, evaluation, and implementation of internal control models.
 - Financial planning and reengineering
 - Business process management (analysis, design and/or redesign)
 - Strategic Planning by areas
 - Valuation of Companies
 - Outsourced Finance and Administration Management
 - Implementation of high-impact savings programs with transfer of skills in negotiating contracts with major suppliers

- We provide training and instruction assistance in various subjects within our fields of expertise.
 - ✓ Worthy of special mention are closed courses in International Financial Reporting Standards (IFRS) whose purpose is to first discuss the impacts on company management and then transfer skills to the rest of the organization in order to generate and interpret the economic facts and record them according to the IFRS.
 - Because the effects get across the organization, the management team has to be trained first, as they will define and/or approve the new accounting policies and the resources necessary for implementing said policies.
 - It should be noted that as from 2009, implementation of the IFRS in Chile will be mandatory for a group of publicly-traded companies only. However, the regulations require presentation of comparative financial statements with the previous year adhering to the same standard. Otherwise, audited financial statements would not be fit to carry auditors' opinions.
 - For all other companies, implementation of the IFRS will be mandatory starting in 2011.
 - ✓ We provide training and transfer of skills in advanced use of MS Excel and databases as applicable to the work each individual within the organization does.
 - ✓ Training and transfer of skills in the use of Softland ERP Advance

Our Professional Staff

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- **Rudy Vásquez Rivera – Partner in charge of the Accounting, Taxation, Audit, Management Advisory, and IFRS Implementation services - rvasquez@amanagements.com**
 - ✓ A Certified Public Accountant with a degree from the Faculty of Business Administration and Economics of Universidad de Tarapacá, R. Vásquez is the senior partner and founder of Advisor in Management Solutions Limitada.
 - ✓ He has over eighteen years of experience providing audit, accounting, taxation, and management advisory services to a wide variety of companies. Additionally, he has held supervisory and management positions in multinational companies, the most significant being his participation in the assessment and negotiation of the acquisition of potable water companies in Chile and Central America, as well as the negotiation and securing of financing for the development of new business.
 - ✓ Moreover, he has been instrumental in preparing corporate budgets and economic-financial budgets for the purchase and sale of companies; he has participated in the restructuring of corporations through spin-offs and mergers, and has provided management control and operations reporting systems implementation services, among others.
 - ✓ He is a member of Colegio de Contadores de Chile (Association of Accountants of Chile), and a permanent member of the staff of experts of the Santiago Court of Appeals in the accounting, financial, and audit scopes.
 - ✓ During his tenure at Deloitte, he received training in the application of USGAAP and International GAAP. R. Vásquez is certified in the application of IFRS standards, a certification he obtained through an IFRS Diploma Degree provided by Universidad de Chile and PriceWaterhouseCoopers.

- **Héctor Delgado Loyola - Director in Charge of the Implementation of Administrative Management and Reporting Software; Training, and Outsourcer Services supervision – hectordelgado@amanagements.com**
 - ✓ Certified Public Accountant from the Faculty of Business Administration and Economics of Universidad de Tarapacá.
 - ✓ With over eighteen years of ample experience in designing and implementing administrative - accounting systems and providing training in the use thereof; providing accounting, payroll, and taxation services, as well as audit and management consulting. Also, he has held management positions in private sector companies.
 - ✓ His most significant roles have been designing and automating the integrated recording and control system for the transactions done by the more than 30 branch offices of MegaSalud, and consolidating the databases for accounting entry and control of the operations of Hewlett-Packard Chile. To date, none of these services has generated inconsistencies.
 - ✓ H. Delgado is a member of Colegio de Contadores de Chile, as well as a lecturer and instructor of various business management software.
 - ✓ He is certified in the application of IFRS standards, a certification he obtained through an IFRS Diploma Degree provided by Universidad de Santiago de Chile.

- **Germán Droguett Martínez – Associate Director in Charge of IFRS – Management Consulting, and IFR Implementation Coaching gdroguett@amanagements.com**
 - ✓ PhD in International Business Management (ULSET-Brussels), MBA and Diploma of Advanced Studies (University of Lleida, Spain), Commercial Engineer (Universidad Gabriela Mistral, Chile), and Certified Public Accountant (Universidad de Tarapacá, Chile).
 - ✓ He has over twenty years of experience providing management coaching and consulting services to a wide variety of companies. Additionally, he has held supervisory and management positions in multinational companies, the most significant being his leadership role for the implementation of the IFRS convergence plan at major affiliates of European conglomerates present in Chile and Latin America. He currently teaches this subject for the Diploma in International Accounting provided by Universidad de Chile.

- **Alliott Group is a worldwide alliance of leading professionals in audit, tax, legal, IT, human resources, corporate finance and outsourcing. Founded in 1979 Alliott Group has 210 offices and more than 4,000 professionals located in more than sixty countries.**

Alliott Group, over the past 20 years has developed a strong international network of firms along and across the world who base their commercial success in an intimate knowledge of local practices combined with extensive experience in international business with a presence throughout Europe, Africa, Middle East, North America, Latin America, Asia, Australia and the Far East, Alliott has global ambition combined with the need for detailed local coverage.

The alliance is based on an ongoing commitment to ensure quality control of its members working to achieve the highest quality standards in the care of their customers throughout the world.

This ensures both customers with multinational operations as those with local development the highest quality of service. For more information on Alliott Group and philosophy see: www.alliottgroup.net

We Can Reach an Agreement – Strategic Allies

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Our Clients

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United Gold LLC



Sociedad OTV Vivendi Agencia en Chile

Cavalier Alpha, LLC



HARAS DE PIRQUE - Maipo Valley



Agencia Compagnie Générale Des Eaux Chile Limitada

Agrícola Arroyo Grande Limitada



Contact Information

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➤ Legal Address

Monseñor Félix Cabrera N°23, Oficina N°23
Comuna de Providencia
Santiago, Chile

➤ Telephone and Fax Numbers

Tel.: 56 – 2 – 22345580
Fax: 56 – 2 – 27618212

➤ Partner and contact e-mail address

Rudy Vásquez
e-mail: rvasquez@amanagements.com

➤ Website

Web Page: www.amanagements.com