



LAWYERS • ACCOUNTANTS • AUDITORS • TAX CONSULTANTS • AVVOCATI • CONTABILI • AUDITORI • CONSULTANTI FISCALI

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DESPRE NOI

IBS Professional Solutions este prima companie locală care oferă servicii integrate de consultanță în domeniile: fiscal, contabil, audit, juridic (prin avocații IBS), recuperări creante, insolvență și resurse umane.

DE CE SA ALEGETI IBS?

- Colaborează cu o companie locală, care inteleagă necesitățile și schimbările din domeniul legislativ și fiscal, astfel încât să poată oferi cea mai potrivită abordare a situațiilor cu care te confruntă;
- Ai la dispoziție servicii integrate de consultanță – practic, o singură echipă de consultanți cu experiență pentru a te consili și să te oferă soluții pentru fiecare componentă a afacerii pe care o gestionezi;
- Beneficierești de peste 15 ani de experiență în domeniul de activitate la nivel de Partener.

ABOUT US

IBS Professional Solutions is the first local company that provides integrated consultancy services in the following areas: fiscal, accounting, audit, legal (by the associate attorneys of IBS), debt recovery, insolvency and human resources.

WHY CHOOSE IBS?

- You collaborate with a local company, which understands the needs and changes of legislative and fiscal areas, thus providing you with the most suitable approach for specific cases you are facing with your business;
- You are provided with integrated consultancy services – practically, a sole team of consultants with experience may counsel and provide you with solutions for each component of your business ;
- You may benefit for more than 15 years of experience at Partners' level.

AUDIT

Cu toate ca astazi regulile afacerilor s-au schimbat, cele de baza au ramas aceleasi. Prezentarea completa, precisa si corecta a informatiilor din situatiile financiare continua sa fie punctul de plecare in satisfacerea asteptarilor investitorilor.

Compania dvs. are acces flexibil si permanent la finantare si poate furniza cu usurinta informatii credibile astfel incat sa ofere increderea necesara actionarilor si partenerilor sai de afaceri ?

Unul dintre elementele cheie in sustinerea increderii atat in companie, cat si in intregul sau sistem financial este AUDITUL, cel care trebuie sa asigure echilibrul intre evolutia rapida a sistemului de raportare al companiei, scepticismul investitorilor, al bancilor creditoare, al actionarilor si al altor parteneri de afaceri si examinarea 24/7 a informatiilor legate de companie, inclusiv a informatiilor non-financiare.

Intr-adevar, abordam auditul fiecarei companii avand o intrelegere cat mai deplina si cuprinsatoare a afacerii pe care aceasta se bazeaza, a industriei in care opereaza, precum si a celor mai recente standarde de reglementare. Tinem cont, de asemenea, de riscurile cu care se confrunta fiecare companie, de modul in care managementul controleaza aceste riscuri precum si de gradul de transparenta al sistemului de raportare al companiei catre actionari si ceilalți parteneri de afaceri.

AUDIT

Although nowadays many of the rules of business have changed, the fundamentals haven't. The starting point to meet investors' expectations still continues to be the completeness, accuracy and fair presentation of information in financial statements and disclosures.

Does your company have flexible and permanent access to financing and can easily provide reliable information and ensure the confidence to its stakeholders and business partners?

One of the keys to sustaining confidence in both the company and its financial system at large is the AUDIT, which must keep pace with a fast-evolving corporate reporting environment, –investors, bank creditors and other stakeholders scepticism and the 24/7 scrutiny of corporate information, including non-financial information.

Indeed we approach audit of each company with a deeper and broader understanding of your business, the industry in which you operate, and the latest regulatory standards. We also consider the risks your company faces, the way management controls these risks and the transparency of company's reporting to stakeholders.

CONSULTANTA

Ajutam companiile sa opereze mai inteligent si sa se dezvolte mai repede. Cu ajutorul clientilor nostri construim organizatii eficiente, inovative si in continua dezvoltare, care isi pot reduce costurile, gestiona riscurile si amplifica avantajele abilitatilor de care dispun.

Scopul nostru este de a va sprijini in proiectarea, administrarea si executarea celor schimbari care sa aduca beneficii de durata afacerii dvs..

Principalele servicii de audit si consultanta pe care le oferim sunt:

- Asistenta in pregatirea situatiilor financiare, pregatite in conformitate cu legislatia romaneasca (Legea 8z) pentru conformitate cu alte standarde de raportare (Standardele Internationale de Raportare Financiara - IFRS, alte Standarde Contabile General Acceptate-US-UK GAAP, etc. -)
- Auditul situatiilor financiare in conformitate cu ISA (Standardele Internationale de Audit) precum si cu normele de audit emise de Camera Auditorilor Financiari din Romania
- Diagnostic de sistem pentru intreprinderi si asistenta in definirea politicilor si procedurilor interne
- Investigatii ("due diligence") pentru achizitii si fuziuni, proceduri agreate si alte investigatii financiare pe subiecte specifice
- Asistenta in pregatirea planurilor de afaceri pentru dezvoltare sau reorganizare

CONSULTING

We help organisations to work smarter and grow faster.
We consult with our clients to build effective organisations, innovate & grow, reduce costs, manage risk & regulation and leverage talent.

Our aim is to support you in designing, managing and executing lasting beneficial change.

The main audit and consulting services we provide are the following:

- Assistance in preparation of financial statements as to comply with International Financial Reporting Standards or other General Accepted Accounting Standards-US-UK GAAP, etc.)
- Audit of financial statements in accordance with ISA (International Standards of Audit) as well as norms issued by the Romanian Chamber of Financial Auditors
- Diagnosis of internal systems of business and assistance in design company's policies and procedures
- Due diligence for mergers and acquisitions, agreed upon procedures and financial investigation on specific area of interest
- Assistance in preparation of business plans for development or reorganization

SERVICIIS CONTABILITATE SI FISCALITATE

Imbunatatirea si integrarea contabilitatii, a raportarilor fiscale si financiare in sistemul finantier al unei companii nu a fost niciodata mai important ca astazi.

Retratarea situatiilor finantiere impreuna cu cresterea controlului fiscal al autoritatilor asupra companiilor si al examinarii informatiilor fiscale din situatiile finantiere ale companiilor au adus in prim plan importanta modului in care fiecare companie trebuie sa isi tina contabilitatea si sa faca raportarile fiscale, precum si problemele semnificative cu care se confrunta multe dintre aceste corporatii.

Multe dintre companii nu dispun de resursele si experienta necesara pentru a face fata provocarilor actuale legate de noile cerinte fiscale si contabile, tinand cont mai ales de presiunea crescuta datorata necesitatii raportarii informatiilor finantiere si fiscale intr-un timp cat mai scurt.

TAX AND ACCOUNTING SERVICES

Improvement and integration of tax, accounting and reporting into the finance system of the company has never been more important than it is today. Financial restatements coupled with increased regulatory scrutiny of tax accounts and related tax disclosures have elevated the focus on tax accounting and exposed significant problems in many companies.

Many companies lack the resources and experience to meet today's tax accounting challenges, especially considering the mounting pressure to increase accuracy within increasingly tight deadlines.

DACA VETI LUCRA CU IBS, PRINCIPALELE SERVICII

PRODUSE PE CARE LE OFERIM SUNT:

- Solutii flexibile si personalizate de externalizare si suport a contabilitatii si a raportarilor fiscale;
- Supervizarea periodica a contabilitatii si a pozitiei fiscale a societatii
- Servicii de contabilitate si pregatire a declaratiilor fiscale in functie de nevoile specifice si particularitatile fiecarui client;
- Externalizarea totala sau parciala a contabilitatii si a raportarilor fiscale
- Consultanta pentru reducerea costurilor fiscale si impozitarii internationale
- Asistenta inaintea si pe durata controlului fiscal al companiei
- Asistenta privind preturile de transfer
- Servicii de contabilitate - fiscalitate , asistenta tehnica si sprijin, inclusiv servicii de training furnizate angajatilor clientilor in legatura cu principalele modificar legislative si fiscale

WHEN WORKING WITH IBS THE MAIN SERVICES

PRODUCTS WE OFFER ARE THE FOLLOWING:

- Flexible and customized solutions for providing of accounting and tax provision outsourcing and support;
- Supervision of accounting and fiscal position of the company on a regular basis
- Accounting and preparation of fiscal tax returns adapted to specific needs and particularities of the clients : fully or partial outsourcing of the accounting and fiscal function
- Consultancy for fiscal costs reductions and international taxation
- Assistance before and during fiscal reviews of the company
- Assistance for transfer pricing
- Tax accounting technical assistance and support, including training of clients staff related to main legal and fiscal changes.



SERVICIJ JURIDICE

In cazul in care intentionati sa descifrai regulile si politicile referitoare la contractele de munca si cele comerciale, protejarea intereselor afacerii dvs. sau achizitionarea unei noi afaceri, avocatii nostri va pot ajuta.

De asemenea, fiind membri al ILFTA (International Lawyer Fiscal and Tax Association) cu sediul la Lugano, Elveția, va putem asista in diferitele jurisdicții prin partenerii locali (inclusiv Londra, Montreal, Dubai, Praga, Milano, Beijing etc)

- Drept Societar și Comercial
- Achiziții și Fuziuni
- Litigii și Arbitraj
- Proprietate Intelectuală
- Drept Imobiliar
- Dreptul Muncii

LEGAL SERVICES

In case you intend to decipher the rules and policies regarding labour and commercial contracts, protect your business interests or acquiring a new business, our lawyers can help you meeting these tasks.

Also, as member of ILFTA (International Lawyer Fiscal and Tax Association) with the headquarters in Lugano, Switzerland, we are able to assist you in various jurisdiction of the world by its local partners (including London, Montreal, Dubai, Prague, Milan, Beijing etc)

- Corporate and Commercial
- Mergers and acquisitions
- Litigation and Arbitration
- Intellectual Property
- Real Estate
- Labor law

RECUPERARI CREAANTE

Cu o echipa proprie de profesionisti compusa din avocati, economisti, contabili, IBS abordeaza recuperarea de creante eficient si profesional, in deplina concordanța cu prevederile legale, protejand astfel imaginea clientilor sai.

BENEFICIIL

- colectarea creantelor in termen scurt direct in contul clientilor nostri
- costuri minime ce se vor achita numai dupa recuperarea efectiva a creantei pe baza onorariului de succes; altfel spus, nici o recuperare, nici un comision
- economie de timp, resurse financiare si umane
- mentinerea relatiilor amiable cu partenerii de afaceri prin implicarea IBS in procesul de recuperare ca terță parte.

De asemenea, suntem in masura sa asistam clientii pentru cazurile de recuperare a creantelor din țările europene prin parteneriatele cu EDCA (European Debt Collection Alliance) și IWMC (International Wealth Management and Control).

TARIFE

Aplicand principiul nici o recuperare, nici un onorariu, tarifele noastre se negociaza in functie de vechimea creantei, de volumul acesteia, de exclusivitatea acordata IBS si au la baza un onorariu de succes cuprins intre 2%-20% din sumele efectiv recuperate (incasate direct in contul clientilor nostri). In acest fel avem in vedere controlul costurilor si maximizarea profitului clientilor nostri.

DEBT RECOVERY

Having its own professional team consisting of lawyers, economists, accountants, IBS deals with the debt recovery in an effective and professional manner, in full compliance with the legal provisions, thus protecting the image of our clients.

BENEFITS

- collect the debts within short time directly into the accounts of our clients
- minimal costs that will only be paid after the actual recovery of the debts on a success fee basis; in other words, no win, no fee
- save time, financial and human resources
- maintain amiable relationships with business partners by IBS being involved in the process of recovery as a third party.

Additionally, we are able to represent our clients for debt recovery cases in European countries through partnership with EDCA (European Debt Collection Alliance) and IWMC (International Wealth Management and Control).

FEES

By applying the principle no win, no fee, we negotiate our rates depending on how old the debt is, the amount thereof, the exclusivity granted to IBS, and are based on a success fee between 2% and 20% of the amounts actually recovered (collected directly into our clients' accounts). This way, we aim to manage the costs and maximize our clients' profits.

HR

Avand in vedere schimbarile legislative majore in domeniul muncii, ce au loc in aceasta perioada, este foarte important pentru orice companie sa fie informată in ceea ce priveste legislatia in domeniu, evitand astfel frecventele erori, ce pot duce la urmari neplacute precum: amenzi, pierderi financiare, conflicte de munca, procese interminabile.

In parteneriat cu IBS puteti beneficia de:

- Servicii de administrare a personalului
- Servicii de salarizare
- Servicii de consultanta in domeniul resurselor umane
- Intocmire interna a documentatiei necesare gestionarii resurselor umane
- Servicii de recrutare
- Servicii de Protectia Muncii
- Servicii de Medicina Muncii

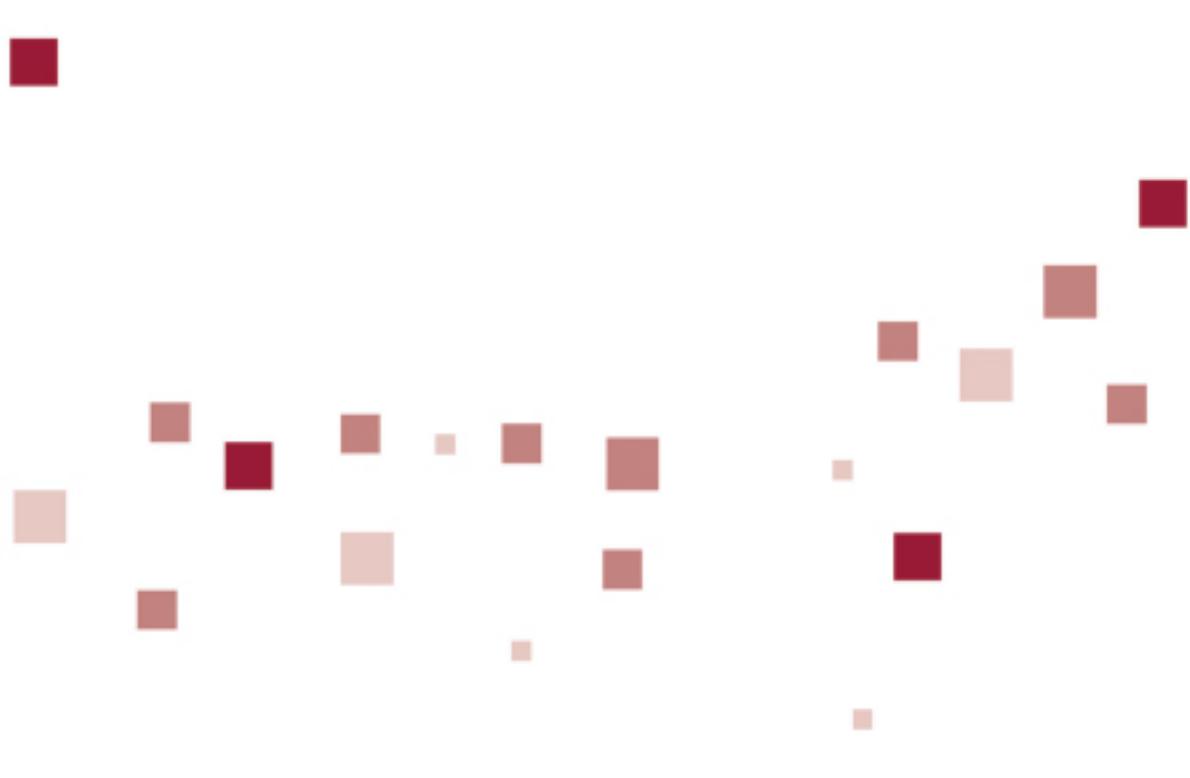
HR SERVICES

Considering the major changes in labor laws, which have been taken place during this period, it is very important for all companies to be informed regarding the legal framework. Doing this the companies will be able to avoid the frequent errors, which can lead to unpleasant consequences such as fines, lost profits, labor conflicts, endless lawsuits. In partnership with IBS can benefit from:

- Personnel management services
- Payroll services
- HR consultancy services
- Preparing HR internal documents
- Recruitment services
- Labor Protection Services
- Labor Medicine Services

The background of the image is a light beige color. It features a dense, pixelated pattern of small, square-shaped dots in shades of red, brown, and tan. These pixels are arranged in a way that creates a sense of depth and texture, resembling a digital or abstract landscape. In the center of this pixelated field, the word "PARTNERSHIP" is written in a large, bold, white sans-serif font. The letters are slightly shadowed, giving them a three-dimensional appearance as if they are floating within or emerging from the pixelated background.

PARTNERSHIP



DANUT BOTEA

Coordinator of Fiscal Consultancy and Audit departments
of IBS

- Dan has a broad experience of more than 17 years in financial audit, fiscal and accounting consultancy from which 14 years as a member of Ernst & Young Romania team;
- He is member of Romanian Expert Accountants Body(CECCAR), Association of Chartered Certified Accountants (ACCA), Certified Internal Auditor (CIA), Romanian Financial Auditors Body (CAFR), Romanian Tax Advisors Body (CCFR) and Romanian Insolvency Practitioners (UNPIR);

He coordinated audit project for Romanian companies which operates in different industries including stock listed companies. He has a broad experience in siderurgy, pharma automotive, food and textiles , media but also with companies which operate in trade and distribution. He was also part of Ernst& Young tax team being specialized in fiscal costs optimization consultancy where he managed such projects for important companies in Romania;

DANUT BOTEA

Coordonator al departamentului de Consultanta
Fiscală și Audit al IBS

- Are o bogată experiență de peste 17 ani în auditul financiar și în consultanța fiscală și contabilă dintr-un număr de 14 ani ca membru al echipei Ernst Young din România;
- Membre al Corpului Expertilor Contabili și Contabililor Autorizați din România (CECCAR), Association of Chartered Certified Accountants (ACCA), Certified Internal Auditor (CIA), al Camerei Auditorilor Finanțieri din România (CAFIR), al Camerei Consultantilor Fiscale din România (CCFR) și al Uniunii Naționale a Practicienilor în Insolvență din România (UNPIR).

Dan a coordonat proiecte de auditare a situațiilor financiare locale și IFRS și a raportarilor de grup pentru diverse societăți din România, inclusiv societăți listate la bursă. Are o vastă experiență în industrii diverse: siderurgică, farmaceutică, automotive, textilă și alimentară, media precum și societăți de distribuție și de comerț.

A făcut parte din echipa de taxe Ernst Young, fiind specializat în optimizarea costurilor fiscale și în consultanța contabilă, unde, în calitate de coordonator a finalizat cu succes astfel de proiecte pentru importante societăți din România.



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MARIUS RIMBOACA

- The coordinator of the Legal and Debt Recovery departments of IBS
- Attorney, member of Bucharest Bar Association
- Over 15 years of experience in the domain

Marius has been involved in numerous projects of real estate purchases and transactions for residential projects, offices, commercial centers, having expertise in sales and purchases, leasing, due diligence reports, concessions, warranties, contractor agreements etc. Also, he has been involved in projects of commercial rights, minority shareholders rights, company liability, modifications of the social capital, agreements, associations, company structures etc.

Marius was the legal adviser of Mobil Rom (Orange), France Telecom branch, one of the most important GSM operators in Romania. Also, for a period of five years, he had the position of Senior Associate of the law firm called Testa, David and Associates, member of Ernst & Young Law Alliance. Marius was also Senior Associate of the law firm Schoenherr and Associates and he was the Coordinator of the real estate projects department of Voicu and Filipescu SCA, law firm associated with Squire, Sanders and Dempsey L.L.P. He has provided consultancy services for companies such as ING Real Estate, Trigranit, Bel Rom, Timken, RomTelecom, Steilmann, Swedwood, BRD, Petrom, LNM Holdings, Wrigley, Coca Cola, Ispat Sidex, Nokia, DeLaval etc.

His domain of expertise covers different industries such as:

- Constructions
- Consumption goods
- Telecommunications
- Insurances
- Pharmaceuticals

MARIUS RIMBOACA

- Coordonatorul departamentului juridic si de recuperari creante al IBS
- Avocat, membru al Baroului Bucuresti
- Peste 15 ani de experienta in domeniu

Marius a fost implicat in numeroase proiecte de achizitii si tranzactii imobiliare pentru proiecte rezidentiale, birouri, centre comerciale, avand expertiza in vanzare-cumparare, inchirieri, rapoarte de tip due diligence, concesiuni, garantii, contracte de antrepriza etc. De asemenea, a fost implicat in proiecte de drept comercial, drepturile asociatiilor minoritari, raspunderea societara, modificari ale capitalului social, contracte, asocieri, structuri societare etc.

Marius a fost consilier juridic al Mobil Rom (Orange), sucursala a France Telecom, unul dintre cei mai importanți operatori GSM din Romania. De asemenea, pentru o perioada de cinci ani, a detinut pozitia de Senior Associate al firmei de avocatura Testa, David si Asociatii, membra a Ernst & Young Law Alliance. Marius a fost, de asemenea, Senior Associate al firmei de avocatura Schoenherr si Asociatii si cea de Coordonator al departamentului de proiecte imobiliare al Voicu si Filipescu SCA, firma de avocatura asociata cu Squire, Sanders and Dempsey L.L.P. A oferit consultanta unor firme precum ING Real Estate, Trigranit, Bel Rom, Timken, RomTelecom, Steilmann, Swedwood, BRD, Petrom, LNM Holdings, Wrigley, Coca Cola, Ispat Sidex, Nokia, DeLaval etc.

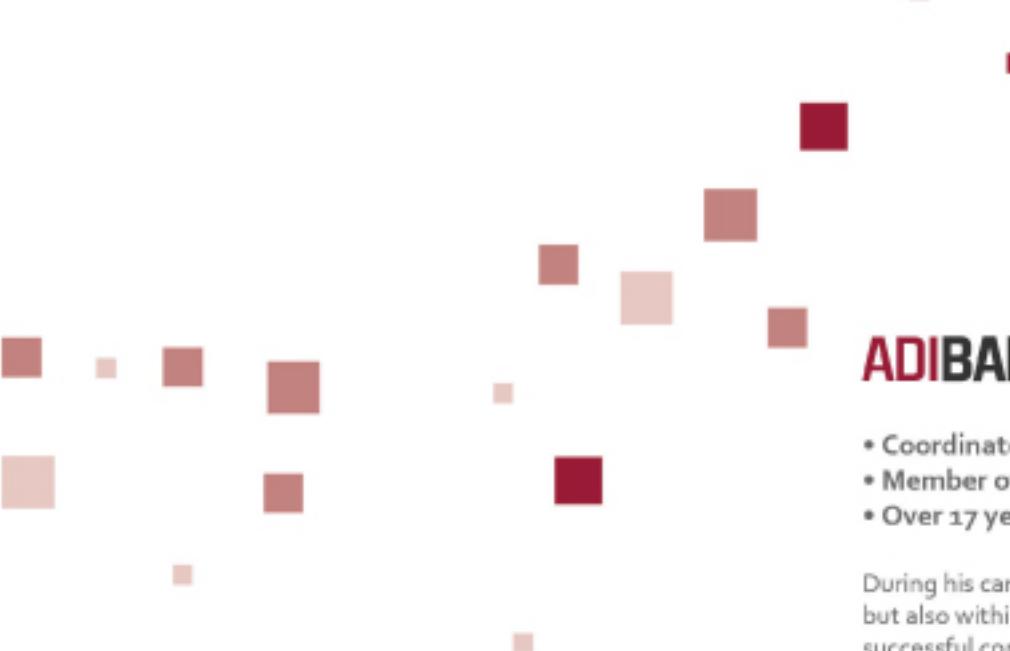
Domeniul sau de expertiza acopera industrii diverse precum:

- Constructii
- Bunuri de consum
- Telecomunicatii
- Asigurari
- Farmaceutice



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ADI BANICERU

- Coordinator of Accounting and audit department of IBS
- Member of the Body of Expert Accountants and Authorized Accountants from Romania (CECCAR)
- Over 17 years of experience in the domain

During his career, Adi has acquired experience within certain international consultancy companies (Deloitte), but also within certain successful commercial companies (RCS&RDS).

The services included in his range of professional competences are:

- Accounting and fiscal consultancy services
- Financial and accounting reference
- Consolidations
- Assistance provided in relation to the fiscal authorities
- Financial audit
- Financial, accounting and fiscal expertise
- Internal audit services
- Other services of financial and accounting investigation

Besides the specialty knowledge, he also knows very well different industries such as telecommunications, consumption goods industry, utilities, services, trade and distribution.

ADIBANICERU

- Coordonator al departamentului de Consultanta Contabila al IBS
- Membru al Corpului Expertilor Contabili si Contabililor Autorizati din Romania (CECCAR)
- Peste 13 ani de experienta in domeniu

De-a lungul carierei sale, Adi a acumulat experienta atat in cadrul unor companii internationale de consultanta (Deloitte), dar si in cadrul unor companii comerciale de succes (RCS&RDS).

Serviciile care intra in aria sa de competente profesionale includ:

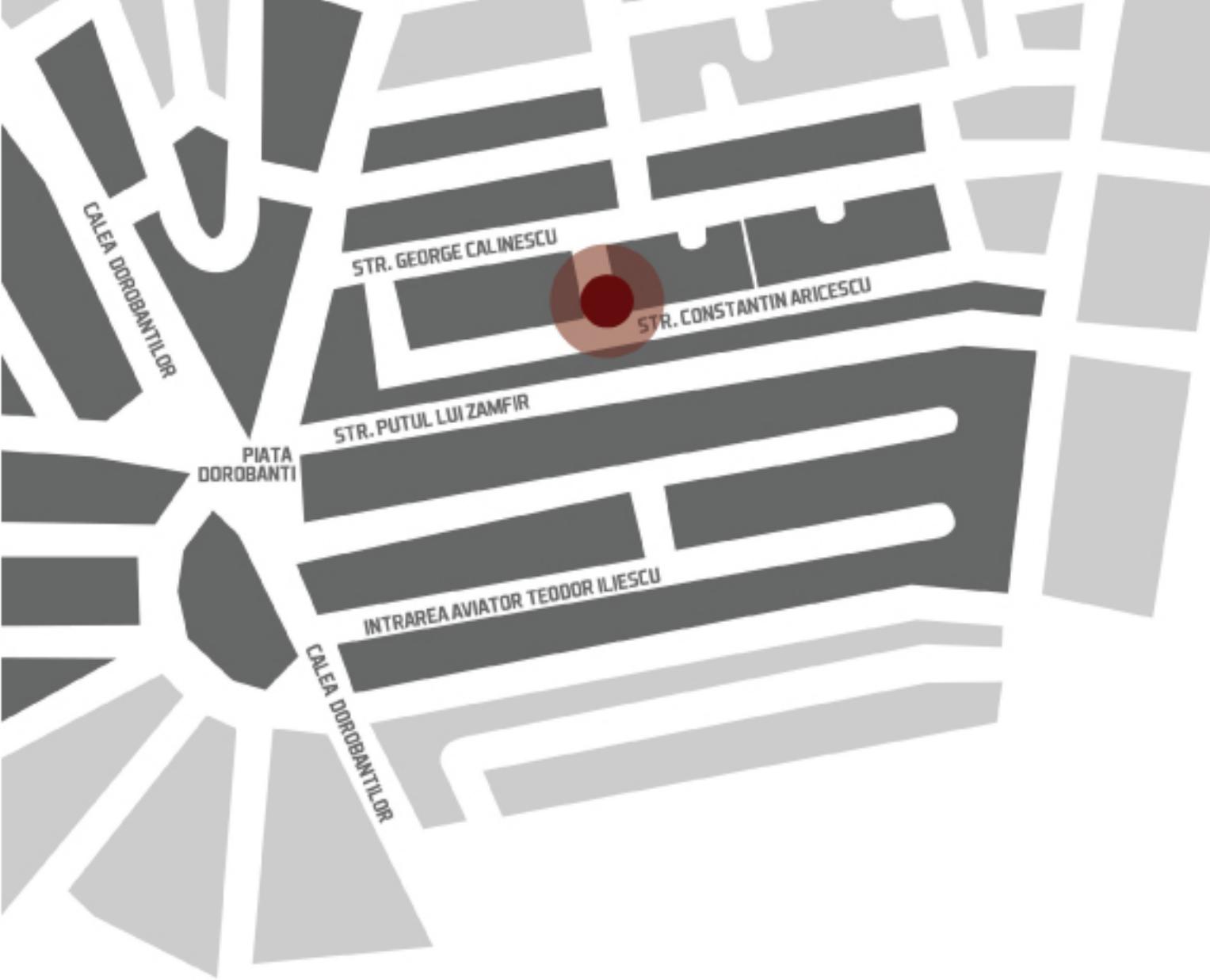
- Servicii de consultanta contabila si fiscala
- Raportare financiar-contabila
- Consolidari
- Asistenta acordata in relatie cu autoritatatile fiscale
- Audit financiar
- Expertize financiar-contabile si fiscale
- Servicii de audit intern
- Alte servicii de investigare financiar-contabila

Cunostintelor de specialitate li se adauga si o buna cunoastere a unor industrii diverse precum telecomunicatii, industria bunurilor de consum, utilitati, servicii, comerst si distributie.

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MEMBERSHIP/AFFILIATION



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