

PRESS RELEASE

Sol Schwartz & Associates, PC's CPA network offers international opportunities

San Antonio, Texas – Doing business in Mexico, China or any other foreign country can be a challenge for most U.S. firms.

Through Sol Schwartz & Associates, PC's membership in the CPAmerica International network, more than 15,000 CPAs in 85 countries around the world are "on call" to meet clients' international needs.

CPAmerica is the largest association of independent CPA firms in the United States. Sol Schwartz & Associates, PC is the San Antonio affiliate of CPAmerica.

CPAmerica's strategic alliance with Horwath International, an international network of independent accounting and management consulting firms, allows CPAmerica member firms access to the expertise of CPAs and consultants in nearly 500 offices in 85 countries around the world.

Each Horwath firm is an established leader in its nation's business community. Each Horwath office is staffed by nationals, guaranteeing knowledge of local laws and customs, which is important to clients undertaking new ventures or expanding into other countries.

One example of a successful alliance is CPAmerica member Hagen, Kurth, Perman and Co., P.S., in Seattle, Wash., which is working with clients in Beijing, China. HKP was approached to do international tax work by a longtime client – a law firm with offices in Seattle, Portland, Ore., New York and Beijing.

The client's Chinese office initially wanted to use a Big Four firm, but "others in the U.S. offices were concerned that they wouldn't get the service they needed – that they would just be a small part of the huge firm's focus," said Don Kurth, managing partner of Hagen, Kurth, Perman and Co. Using the larger firm would have cost the client five to six times as much, according to Kurth. Horwath's Hong Kong and Taiwan affiliates helped set up an office in mainland China.

Another CPAmerica firm, EFP Group in Rochester, N.Y., is in the running for audit and tax work for a major manufacturer with overseas plants. The CPA firm has partnered with Horwath affiliates in Hong Kong and the United Kingdom to write its proposal.

"We would never have had this opportunity had we not been members of CPAmerica and been able to use the Horwath International connection," EFP Group partner Kevin Hill said.

Based in Alachua, Fla., CPAmerica International was founded in 1978 to provide continuing education, marketing, practice management support and other services for the betterment of its members. The network today includes more than 70 member firms nationwide. The CPAmerica-Horwath alliance generates combined annual firm revenues approaching \$2 billion.

For more information on Sol Schwartz & Associates, PC and the CPAmerica/Horwath alliance, visit www.ssacpa.com and www.cpamerica.org.

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