

COMPANY OVERVIEW

Long & Associates (L&A) is a specialty accounting and management consulting firm that is committed to working closely with our clients to effectively address the needs of their businesses. We take pride in our ability to offer sound, yet innovative and flexible management solutions that enhance and improve business and enrich public service.

COMPANY DATA & CERTIFICATIONS

- Cage Code: 6RXD1
- DUNS Number: 177510505
- 8(a) Case Number: 307083
- SBA 8(a) Certified; Graduation Date 11/16/2024
- BOS: Tanzee L. Hall-Jones; (404) 331-0100, ext. 507
- Small Business Enterprise – City of Atlanta
- Disadvantaged Business Enterprise – Metropolitan Atlanta Rapid Transit Authority (MARTA)
- GSA (FABS) Schedule – pending

DIFFERENTIATORS

- Our Experience – wide-ranging expertise, including with a Fortune 100 company
- Our Service – customer-centered
- Our Involvement – in-depth and extensive
- Our Reputation – built on integrity and technical excellence
- Our Commitment – results oriented

COMPANY'S LEADERSHIP

Martin G. Long, CPA, is the Founder & CEO at Long & Associates. With over 20 years of experience, Martin spent the first 8 years of his career with one of the nation's top four accounting firms, EY, before launching Long & Associates in 2002. He has successfully developed a portfolio of influential customers in the private and non-profit sectors, and established Long & Associates as a company that is committed to excellence, delivering quality work and understanding the value and importance of customer relationships.

COMPANY'S MANAGEMENT TEAM

Long & Associates' management team consists of highly skilled individuals with solid years of experience within their designated area(s) of core capability specialization. They are committed to excellence, delivering timely and effective results, and exceeding the expectations of our customers.

CORE CAPABILITIES

Risk Management

- Risk Assessment and Mitigation
- Internal Control Review & Assessment
- Financial Compliance & Review
- Financial & Performance Audits

Financial Administration & Management

- Financial Management Services
- Accounting Services
- Budget Formulation
- Agreed-Upon Procedures Services
- Payroll Services

Program Administration & Management

- Grant Management Support
- Program Management
- Contract Support Services
- Temporary Administrative & Professional Staffing
- Travel Management Services

Policy Administration & Compliance

- Integrated Business Program Support
- Policy & Procedure Development, Implementation, and Compliance Services
- Integrated Consulting Services

TEAM HIGHLIGHTS

Long & Associates' team members have worked on a wide range of projects and have consistently exceeded expectations by delivering quality results that were both timely and relevant.

Risk Management

Performed employee benefits plan audit services, including a health and welfare plan audit (assets totaling approximately \$250 million) for a Fortune 100 company, The Coca-Cola Company.

Designed internal controls for customer's financial reporting function that accounts for revenues in excess of \$100 million. Co-developed key control matrix and performed tests of controls to determine controls effectiveness, and compliance with established policies and procedures. Identified gaps in internal controls and recommended and oversaw the implementation of the solutions.

Financial Administration & Management

Provided direct oversight for customer's fiscal affairs, including cash management and financial reporting. Evaluated the effectiveness of customers' internal controls over financial reporting. Performed agreed-upon procedures in accordance with executed agreements and established accounting guidance.

Program Administration & Management

Planned and managed several major aspects of a \$2.5 million technology project that involved the development and implementation of multiple intranet systems. Oversaw the development of all training materials and successfully coordinated the company-wide rollout.

Policy Administration & Compliance

Re-established the customer's internal audit function. Performed compliance audits, and identified significant deficiencies and material weaknesses and recommended courses of action. Developed policies and procedures, and assisted management with implementation.

PARTIAL LISTING OF CUSTOMERS

- The Coca-Cola Company
- Piolax Corporation
- Concessions International, LLC
- YKK Corporation of America
- Habitat for Humanity
- VT Group
- H.J. Russell & Company

NAICS CODES

- 485999 - Ground Passenger Transportation
- 541211 - Offices of Certified Public Accountants
- 541214 - Payroll Services
- 541219 - Other Accounting Services
- 541512 - Computer Systems Design Services
- 541611 - Administrative Management and General Management Consulting Services
- 541690 - Other Scientific and Technical Consulting Services
- 541990 - All Other Professional, Scientific, and Technical Services
- 561110 - Office Administrative Services
- 561320 - Temporary Help Services
- 561410 - Document Preparation Services
- 561990 - All Other Support Services
- 611430 - Professional Development Training