



# Accounting Experts for the Technology Industry

CST Group has been providing business and accounting solutions to technology companies in the Washington, D.C. area for over 40 years. Drawing from our in-depth knowledge of the tax laws and regulations governing the technology industry, we help our clients minimize tax expenses and reach their financial goals. The technology industry thrives on innovation and creativity; our team of accounting professionals leverage that same passion for innovation to create the individualized solutions our technology clients need to achieve success.

[www.cst-cpa.com](http://www.cst-cpa.com)

# We move at the pace of D.C. business.

CST Group helps businesses in the Washington, D.C. area grow smarter and stronger with expert accounting, business advisory and tax services. Our future is your future – let's get started.



## Allow our trusted professionals to work as an extension of your team.

For more than 40 years, CST Group has served clients across a wide range of industries, including real estate, government contracting, small businesses, healthcare, non-profit, professional services, construction and technology.

Our CPAs are experienced professionals dedicated to delivering timely, personalized services to our clients. We are consistently ranked among the region's top CPA firms.

We understand that each client is different, and each deserves an approach tailored to their needs. Our team of CPAs leverage their years of experience and industry-specific knowledge to provide the most advantageous solutions

to our clients' most pressing accounting, tax and business challenges.

By staying abreast of the latest - and pending - rules and regulations, we help our clients make the wisest financial and business decisions.

Over the years, CST Group has built long-term relationships - with both our clients and our employees - rooted in trust, transparency, and respect. Nearly 900 of our clients have been with us a decade or more; nearly 200 have been with us for a quarter century or longer, and we are named as one of Virginia's Best Places to Work year after year.



## Experts & Business Advisors

At CST Group, our people are our greatest assets. Our team of CPAs is comprised of leaders with specialized industry expertise and long lists of professional certifications, affiliations, and accomplishments.

# Our Services

CST Group's mission is to deliver forward-thinking, client-centric accounting services. We accelerate our clients' success with innovative and effective solutions to their most pressing accounting, tax, and financial challenges.



## ACCOUNTING, AUDITING, AND ASSURANCE

Our accounting, auditing and assurance services help businesses streamline financial processes and improve financial reporting.

[Learn More](#)



## TAX SERVICES

We offer integrated and comprehensive tax planning and compliance strategies designed to fit our clients' specific needs.

[Learn More](#)



## BUSINESS ADVISORY SERVICES

Our top-tier professionals deliver unparalleled business and financial consulting services for companies of all sizes across the D.C. area.

[Learn More](#)



## FORENSIC ACCOUNTING

Should your company encounter fraud, partnership disputes, mismanagement or become involved in litigation, our experienced forensic accountants can help.

[Learn More](#)



## MERGERS AND ACQUISITIONS

Whether you're buying, selling, or merging with another company, we help your business protect its interests and minimize taxes throughout the process.

[Learn More](#)



## EMPLOYEE BENEFIT PLAN AUDITS

Our audit professionals work diligently to ensure your organization's annual retirement plan audit is compliant with appropriate reporting and disclosure requirements.

[Learn More](#)

# Technology Industry Expertise

CST Group delivers innovative tax and financial solutions to businesses in the technology industry around the Washington, D.C. region.



Our CPAs stay ahead of evolving laws, regulations, and trends affecting the technology industry—so that you can focus on developing your next big idea. We help our clients fully understand their tax obligations, identify risks and navigate through financial complexities.

We support businesses with tax planning and accounting solutions, as well as overall guidance on growth strategies, through all stages of the lifecycle, from start-up through expansion to full maturity.

CST Group will equip your business with the support and financial resources it needs to get to the next level.

Our specialized technology accounting services include:

- Audit and assurance services
- Tax compliance
- Revenue recognition models
- Complex equity transactions
  - » Valuation services
  - » Share-based compensation plan design and accounting
  - » Guidance for growth
  - » Accounting and financial reporting policies
  - » Design and implementation of internal controls and procedures
  - » Accounting for collaborative arrangements
  - » Capital markets
  - » Preparation for liquidity events/IPOs

## In Our Clients' Words

CST Group supports some of the most recognizable brands in the technology industry across the D.C. metro area.



**“CST Group demonstrates a wealth of knowledge unmatched by any accounting firm.”**

**“CST Group is truly professional and always provides the most accurate and helpful financial advice. I could not ask for more in an accounting firm.”**

~Dan Duenkel, Chief Information Officer

“CST Group demonstrates a wealth of knowledge unmatched by any accounting firm that I have worked with in the past,” stated Dan Duenkel, Chief Information Officer at Knight Point Systems.

“The team makes a tremendous effort to ensure that I understand the entire financial process and all of the federal tax laws involved. Working with CST Group has been nothing but a pleasant experience.” Duenkel adds,

“The team at CST Group is truly professional and always provides the most accurate and helpful financial advice. I could not ask for more in an accounting firm.”

# Mark Watts, CPA, CVA

## PARTNER



Mark Watts joined the CST Group in 1997 and has more than 30 years of public accounting experience. He is Partner-in-Charge of Tax Services. Mark specializes in working with closely held businesses and helps high net-worth individuals with strategic planning for taxes, estate, and other critical financial planning matters.

He works closely with real estate, healthcare, government contractors, franchisees, and other professional service providers. Mark has extensive experience dealing with IRS and state income tax examinations. He is also a Certified Valuation Analyst® (CVA®).

Mark was named one of Northern Virginia's Top Financial Professionals in 2012, 2013, 2014, 2015 and 2016 by Northern Virginia Magazine and was named a "SmartCPA" in 2008 and 2009 by Washington SmartCEO. He was also recognized by Washingtonian as a "Top Tax Accountant" in 2014 and 2016.

He serves on the Board of Directors for the Greater Reston Chamber of Commerce, Cornerstones, and Public Art Reston.

Mark holds a Bachelor of Arts degree from Asbury University.

### AWARDS

- Top Tax Accountant, Washingtonian Magazine, 2014 and 2016
- Top Financial Professional, Northern Virginia Magazine, 2012-2016
- SmartCPA award, Washington SmartCEO, 2008 and 2009

### MEMBERSHIPS

- American Institute of Certified Public Accountants (AICPA)
- American Institute of Certified Public Accountants Tax Practitioners
- Virginia Society of Public Accountants (VSCPA)
- National Association of Certified Valuators and Analysts (NACVA)

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“We’ve worked with CST since our inception in 2011. When we first began, we needed assistance building our billing rates, ensuring all overhead costs, fees and fringes were included, and within guidelines. It’s clear CST Group knows what it’s doing. We’ve never had to second guess anything. They are more like an extension of our team, not a separate company that we’ve engaged.”

~ David Lieberman, COO, Vital Edge Solutions