



# PwC Azerbaijan

Advisory

Competing today,  
investing for tomorrow.

Services



# PwC Azerbaijan Advisory Services



## Technology



## Deals



**Achieving your objectives to gain advantage requires experience and foresight. Make the best decisions to move your business forward with confidence.**

## Why PwC's Advisory services?

### From strategy to execution

We have a team over 20 individuals providing IT-related, management consulting and deals services to the public and private sectors in Azerbaijan. With a range of experience and expertise, this team can deliver projects locally and, where it will add value to our clients, in collaboration with other specialists from the PwC global network.

We thereby deliver the best solutions to our clients from strategy and market advice and business and IT improvement through to execution, including deals support and ERP system implementation.

# Technology is no longer a function of your business, it is your business



## We will help you to find the right solutions



**IT Function Transformation**



**Data and Analytics Technologies**



**Enterprise Applications**



**Application Technology**



**Emerging Technologies**



**Transformation optimization**

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# Technology

## IT Function Transformation



We are currently witnessing a profound transformation in the realm of IT Function. Automation and the integration of "thinking machines" are rapidly replacing traditional human tasks and roles, reshaping the skills and capabilities essential for organizations to thrive in this evolving landscape. At our organization, we are well-equipped to assist you with a comprehensive range of services tailored to facilitate this transformation:

- IT Function Automation and Program Management
- ERP-System Architecture Development and Consistency Control
- Methodological Requirements for Financial Processes and Reporting Automation
- Organizational Change Management

## Application Technology



In the ever-evolving landscape of technology, we find ourselves amidst a significant transformation in the realm of Application Technology. The relentless march of automation and the advent of cutting-edge applications are not only reshaping the way businesses operate but also redefining the skills and strategies necessary for organizational success.

Our expertise in Application Technology encompasses a wide range of services to support your business:

- Development of Application Automation Strategies and Program Management
- Architecting ERP Systems for Application Technology
- Defining Methodological Requirements for Automation in Application Technology
- Managing Organizational Changes

## Data and Analytics Technologies



In today's dynamic business landscape, we are experiencing a profound evolution in the realm of Data and Analytics Technologies. Automation, advanced analytics, and data-driven decision-making are replacing traditional approaches, reshaping industries, and redefining the skills and capabilities organizations require for success.

Our expertise extends to a wide range of services in the realm of Data and Analytics Technologies, including:

- Data Automation and Program Management
- Architecture and Data Consistency Control
- Functional Methodology for Automation
- Organizational Change Management

## Emerging Technologies



The landscape of modern business is undergoing a profound evolution driven by emerging technologies. These advancements are not just augmenting but revolutionizing the way organizations operate and succeed. At the forefront of this transformation are technologies like artificial intelligence, blockchain, Internet of Things (IoT), and data analytics, which are reshaping the skills and capabilities required for sustainable growth and competitiveness.

Our expertise lies in:

- Emerging Technologies Strategy and Program Management
- Architecture and Consistency Control for Emerging Technologies
- Methodological Requirements for Implementing Emerging Technologies
- Organizational Change Management
- Implementation Programs for Specific Technologies

## Enterprise Applications



The realm of Enterprise Applications is undergoing a significant evolution, reshaping how businesses operate and adapt in a fast-paced digital landscape. Cutting-edge technologies and innovative software solutions are revolutionizing the way organizations manage their operations, processes, and data. At the heart of this transformation are Enterprise Applications, which play a pivotal role in enhancing efficiency, streamlining processes, and ensuring competitiveness in the modern business environment.

We offer expertise and support in the following areas:

- Enterprise Application Development and Management
- Enterprise Resource Planning (ERP) Solutions
- Functional Methodology for Automation
- Organizational Change Management

## Transformation optimization



In today's rapidly evolving business landscape, transformation optimization has become imperative for organizations seeking to thrive in an era marked by constant change. The relentless pace of technological advancements, coupled with shifting market dynamics, demands a strategic approach to harness transformation to its fullest potential. At PwC, we are here to assist you in optimizing your transformation initiatives across various critical domains.

Transformation Optimization Services:

- Maximizing Efficiency and ROI
- Strategic Alignment
- Risk Mitigation
- Change Management
- Technology Optimization

# We provide a wide range of Deals Consulting services



We will help you to find the right solutions



**Valuation & Economics**



**Delivering Deal Value**



**Corporate Finance**



**Deal Strategy**



**Business Recovery Services**



**Forensics**



**Transaction Services**

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# Deals (1/2)

## Valuation & Economics



Value is high on every corporate agenda. Decisions relating to mergers and acquisition ("M&A"), disposal of businesses, raising debt, tax planning, group restructures, leveraging intellectual property or strategic decision-making eventually lead to questions on "value".

To get an understanding of the value of an asset or business and what is really driving value, you need experienced and dedicated valuation specialists and industry experts. PwC's Valuations team offers independent and insightful advice in relation to valuations for commercial decision making, measurement of value for compliance purposes and the analyses of the best strategic options to maximise value. We can help you with:

- Assessing Deal Value-Value Diligence & Other
- Assessing Deal Value-Model Advisory
- Value Analytics
- Value Measurement Financial Reporting
- Purchase price allocation

## Business Recovery Services



The impact of the financial crisis and the global economic downturn is now being felt in Azerbaijan as the combined effect of reduced liquidity and falling demand for oil and other commodities goes on to affect other industries.

In the current market environment it is very difficult to refinance debt or raise new funds, and many borrowers will be unable to meet their debt obligations. Early detection and swift, decisive action are essential to restoring performance and value. That's why timely, professional advice is critical. PwC' business recovery specialists assist companies and their lenders or creditors by providing practical and commercially driven solutions.

We can help you with:

- Personal and Corporate Insolvency
- Corporate Insolvency
- Independent Business Reviews
- Restructuring Debtor Advisory
- NPL Sales & Analysis/Loan Portfolio Analysis
- Corporate Simplification & Solvent Liquidation
- Corporate Liability Management

## Corporate Finance



Whether you seek to reassess your strategic options, grow your business through acquisition or realize value through sale or restructuring, we have experts to advise you. Our Corporate Finance professionals provide a full range of M&A and financial advisory services in relation to acquisitions, divestments and capital raising initiatives.

As experienced dealmakers, we offer integrated solutions with full access to PwC's due diligence, tax and post-deal specialists.

We can help you with:

- Advice to public sector clients on Public Private Partnerships (PPP) and Private Finance Initiative (PFI) projects
- Sales Mandates Corporates
- Acquisition Mandates Corporates
- Sell Side Private Equity
- Buy Side Private Equity
- Debt Advisory
- Initial Public Offerings & Public to Private

## Transaction Services



Doing deals is challenging. The main reason is a lack of process. From the first handshake to the last, no one brings more innovative thinking to the table than our Transaction Services professionals, who are able to discover and quantify hidden value in every aspect of a deal. This challenging deal landscape makes the experience and expertise we can offer through all stages of the deal continuity all the more critical.

PwC' Transaction Services practice helps companies to make acquisitions, divestitures and strategic alliances. Our team is organised on a global basis to help our clients maximise the return on their deals and manage associated risks with complete international coverage and worldwide industry knowledge. Our team works on thousands of deals around the world every year, helping clients evaluate every M&A decision point.

We can help you with:

- Vendor Assistance/Sell Side (non-VDD)
- Sale & Purchase Agreements & Structuring
- Buy Side Due Diligence
- Vendor Due Diligence





# Deals (2/2)

## Delivering Deal Value

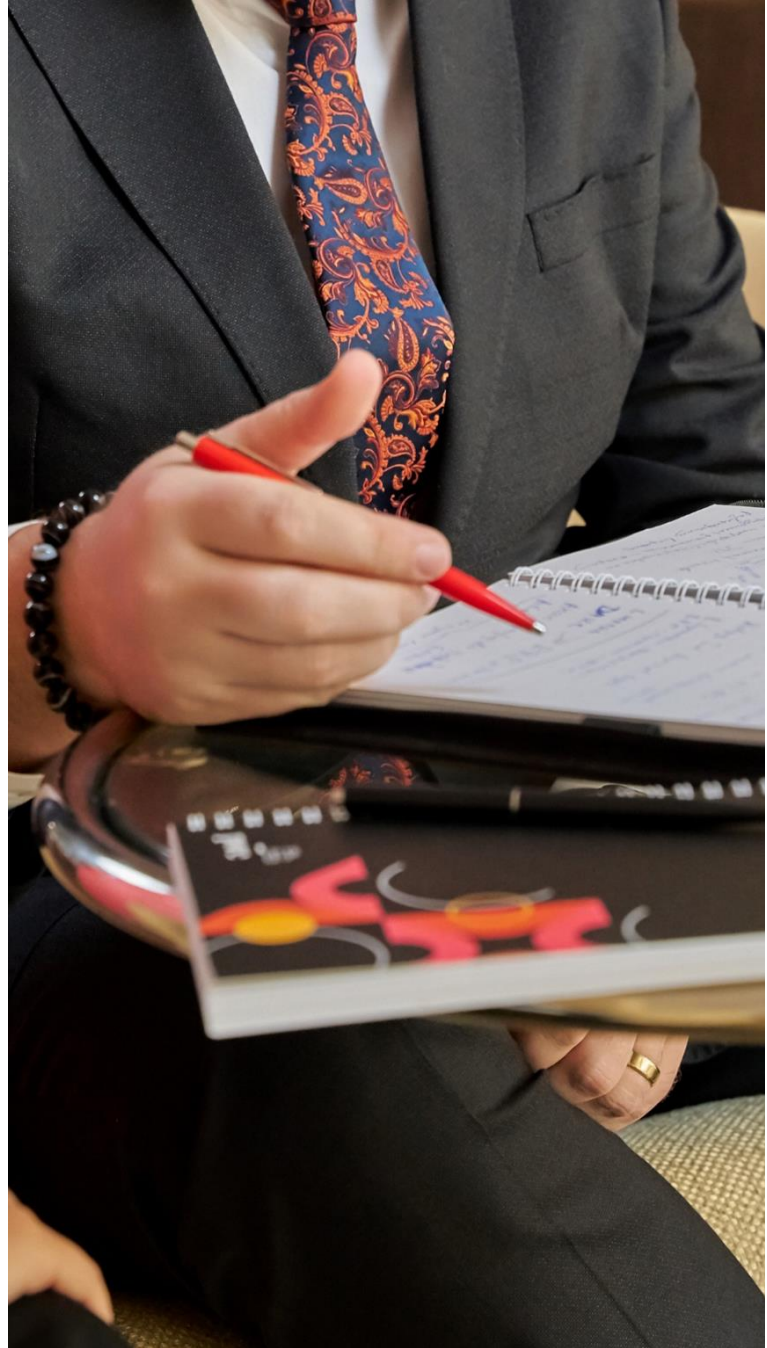


Doing deals is challenging. The large majority of deals fail to achieve their original financial or strategic objectives, with many companies being ill-prepared for the speed and intensity of the deal process. This challenging deal landscape makes the experience and expertise we can offer through all stages of the deal continuum all the more critical.

We help your business identify, quantify and deliver full deal value, with greater speed, insight and confidence. Our combination of unrivalled industry experience and well-honed deal expertise means that we know what to look for in the target business and how the issues can be addressed. Our approach is rooted in practical experience of what works in particular sectors.

We can help you with:

- M&A Integration
- Divestiture/Carve -Outs
- Operational Due Diligence
- Post Deal Performance Improvement



## Deal Strategy



We give our clients greater confidence in making strategic decisions on growth, investment and future direction. Strategy is at the heart of good investment decisions, and it is always important to ensure that your decisions are based on objective analysis coupled with deep industry insights.

We can help when you are considering major investments or strategic changes, often in a growth, partnership or acquisition context. Our role is to understand the challenges and opportunities of your specific target markets, to anticipate relevant trends based on fact, not supposition.

We can help you with:

- Corporate strategy
- Pricing and channel management
- Commercial Due Diligence
- Strategic insights

## Forensics



We protect the value of your business, we work fast to reduce costs and protect organizational reputation. Using forensic technology, we get major projects back on track, uncover financial crime, manage crisis situations and resolve disputes.

A crisis can shake a business to the core. It could be a corruption scandal that spreads across an entire nation, a data breach that shakes customer confidence, a dispute with a business partner threatening to erode value, or widespread fraud that has recently been unearthed. Each client faces a different challenge and with the business landscape becoming more complex than ever before, we help you prepare, respond and recover.

We can help you with:

- Performing investigation and dispute analysis
- Conducting forensic accounting reviews
- Corporate Intelligence
- Disputes and litigation supports, and others

# My commitment to you



Dedicated team  
and service  
Continuity



Effective and timely  
communication to  
avoid surprises



Support from our  
global and regional  
PwC network



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## PwC's The Difference

We focus on **quality** and pragmatism

We use **long practical experience** of our team

We share **knowledge** and we are always **available**

We take a **different approach** to traditional problem solving, idea exploration, and communication.

## Valuing Difference. Driving Inclusion.

Visit here to find out more:



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[www.pwc.az](http://www.pwc.az)

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PwC Azerbaijan provides industry-focused assurance, tax, legal and advisory services to various industries. Over 140 professionals from 6 countries working in PwC office in Baku, Azerbaijan share their thinking, experience and solutions to develop fresh perspectives and practical advice for our clients.

At PwC, our purpose is to build trust in society and solve important problems. We're a network of firms in 157 countries with more than 276,005 people who are committed to delivering quality in assurance, advisory and tax services. Find out more and tell us what matters to you by visiting us at [www.pwc.com](http://www.pwc.com).

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