



Leading Edge Alliance Goes Worldwide
Innovative Accounting Firm Association Creates New Organizations
In Europe and Asia Pacific to Build Global Network of Premier Local Firms

The Leading Edge Alliance (LEA), the U.S. based association of premier independently-owned accounting and consulting firms, is proud to announce the launch of the network's worldwide expansion initiatives.

LEA members share an entrepreneurial spirit and a drive to be the leading provider of professional services in their chosen markets. Leading Edge members are preserving the core quality and integrity of the public accounting profession while stimulating growth and progress through innovative practices

The Alliance has annual revenues of over \$1.1 billion US with an average firm size over \$19M. About 40% of the member firms rank among the top 100 largest accounting firms in the U.S., and all the U.S. firms rank in the top tier of their state and local markets. Internationally, Leading Edge has firms in 46 countries with 280 offices, 915 partners, and 5000 professional staff. It is one of the fastest growing accounting associations in the world with a current 46% growth rate.

LEA has formally launched two organizations - LEA Europe and LEA Asia Pacific – designed to bring its unique brand of practice performance improvement to local and regional accounting firms around the world.

Along with being a high quality referral source for your clients, the LEA 's purpose is to advance the skills and abilities of the world's best accounting firms, resulting in a powerful positive impact on the success of its members' practices. This is accomplished by providing member firms with:

- Access to the world's best and brightest teams of business advisors - a peer-to-peer connection that helps deliver real solutions to clients;
- Innovative, practice-proven strategies for improving performance in management, business processes, finance, operations, information technology, and marketing;
- A leading knowledge resource for multidisciplinary information and industry-specific expertise in response to clients' unique needs;
- The strength to attract the highest quality staff people; and
- Access to leading firms in the world's major economic markets.

The leaders of LEA Europe & LEA Asia Pacific are continuing to adapt the Alliance's unique set of methodologies, processes, and abilities, to their markets.

"Leading Edge consists of innovative accounting firms that recognize that the real benefit of an association comes from the ability to interact with firms of similar size and market strength," said Michael

Davis, CA, Managing Partner of London based HW Fisher & Company, and member of the LEA Board of Directors. “Establishing LEA Europe and LEA Asia Pacific enables us to deliver a unique advantage – best-in-class strategies and processes, faster new service development cycles, improved recruiting and retention, and accelerated profitability - to accounting firms around the world.”

Up to this time the Alliance’s primary focus has been within the U.S. with members in every major market in North America. Leading Edge is pursuing growth in other countries quicker than expected because of the market demand from leading local firms around the world looking to connect with the network’s market leaders and industry-best practices.

“No organization is more committed to developing and maintaining the finest quality accounting practices,” said Gary Shamis, Managing Partner of SS&G financial Services in Cleveland, OH, and Chair of the Leading Edge Alliance. “Our members are leaders in the profession. Our firms are the most innovative and successful practices on earth. LEA is a critical component to the growth and profitability of our practices because it works.”

LEA Europe and LEA Asia are off to a tremendous start, with new member firms from the UK to mainland Europe to China and beyond. LEA member revenues outside the U.S already top \$330 million USD.

“For successful accounting firms that are looking to grow and further enhance their market position both at home and internationally, the Leading Edge Alliance is an outstanding organization. Membership of LEA gives the means to member firms to both strengthen their international offering to clients and also to share best practice in practice management and innovation with some of the world’s leading accounting and business advisory firms.” said Sandy Manson, CA, Managing Partner of Johnston Carmichael’s Aberdeen office in Scotland, a member of The Leading Edge Alliance. Johnston Carmichael is the largest independent firm in Scotland.

Patrick Machray, CA, Johnston Carmichael Chief Executive added; “The main reason that we are in membership is because we want to work with like-minded firms. I am confident that having access to some of the best firms across key international markets will be of huge benefit to Johnston Carmichael - just as I hope that our membership will be of real value to our international colleagues.”

“Referrals and joint international work for our clients are becoming a significant issue. Having access to major and reliable firms internationally was a key reason our firm joined LEA,” said Frans Tijssen, CPA, Managing Partner of Bol International in The Netherlands and member of the LEA Board of Directors. “Additionally, belonging to the LEA provides us with successful strategies for improving not only our clients business but our firm’s as well.”

In addition to its standard membership for large firms, LEA offers an Affiliate membership that gives smaller, progressive firms opportunities to grow their business through access to the resources of the top firms throughout the world. The affiliate membership is offered to quality firms at no cost for the first year.

For more information on The Leading Edge Alliance, please visit their website:

www.leadingedgealliance.com or contact Karen Kehl-Rose, President, at +1 630-513-9814 (telephone) or kkr@The-LEA.com (email).