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## KDV's business advisory services bring comprehensive solutions to business owners

KDV has experienced phenomenal growth with its five core business advisory groups since it expanded from traditional CPA services in 1997. The growth goes with an economy that is rife with new and growing businesses and complex issues that business owners face, according to Loren Viere, Managing Partner at KDV.

KDV offers business advisory services in five areas of expertise most critical to business success: traditional tax and audit CPA services, organization development, strategic planning, financial services and technology consulting. The firm serves more than 1,000 small to mid-size closely-held and family-run businesses from offices in Minneapolis and St.

Cloud. The St. Cloud office recently expanded to accommodate the firm's growth.

uidation, business valuation, or simply wanting a better quality of life, KDV has expertise to help clients proactively address the complex issues of running a business and finding solutions that help them succeed.

"We've moved toward a solutions platform in addressing our clients' needs, because you can have a great plan, but if you don't have the right people in place, or the right processes and procedures, then the plan might not be as effective short-term or long-term," said Viere. "Our clients feel like we're more of a strategic partner because we can offer a total package for business owners to realize their goals."

While the firm's financial services, organization development and strategic planning

start to get overwhelmed by their technology needs and seek outside help.

Edeburn said the technology group operates in the same



**Loren Viere**

way an accountant or financial planner would, offering technology advice and solutions that can provide value and a return

technology needs. Most companies, even those with hundreds of employees, tend to do things in a reactive way. They don't do any proactive planning, even for maintaining and managing their current systems," said Edeburn. "For many of our clients, we do their strategic planning for technology and in some respects play the role of CIO for them."

One of the group's newest offerings is the ability to remotely monitor the health and availability of clients' computer systems. This proactive measure helps the KDV technology group identify problems with a server, firewall or email, often before the client is even aware of it. Then depending on the relationship with the client, KDV can fix the problem via remote access.

"You can bring enterprise-class solutions to the small- and medium-sized businesses using the Internet," said Edeburn. "We can help clients boost productivity and make their investment dollars work more effectively."

Viere summarized that KDV's greatest value to clients is its ability to listen to them and bring solutions in a manner that they can easily accommodate in any stage of their business growth.

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Viere said that while compliance issues, such as filing taxes and conducting audits, are a necessary part of running a business, KDV realized early on that business owners needed direction in many areas of business and they wouldn't be able to hire staff for all of those areas. Whether it's growing profits, planning for succession, management training, liq-

areas are growing the fastest, KDV's technology group is also expanding steadily. Earl Edeburn, director of the technology group, said it currently works with 10 to 20 percent of the firm's overall clients. But as these companies grow, they

on investment. They conduct an overall technology assessment that helps the client formulate an ongoing action plan, which can be implemented in stages over the course of time.

"We're trying to bring a proactive mode to our clients'

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