



UC&CS AMÉRICA

www.uccs-america.org

Accounting Legal and Business Advisors

An Strategic Alliance

New York Mexico



AMERICA EUROPE ASIA AFRICA OCEANIA

www.uccsglobal.org

UC&CS GLOBAL BREAKING NEWS

SEPTEMBER 2021

BACK TO NEW NORMAL



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UC&CS GLOBAL NEWS

COVID 19 SURVEY SUMMARY

28 Firms participated

11 Countries

10 from América

1 from Europe-Cyprus

Covid affectation-2.48 per firm

Clients closed operations-2.81 per firm

Clients lost-3.15 per firm

UC&CS GLOBAL NEWS

COVID 19 SURVEY SUMMARY

Fired personnel-1 average per firm

% Staff Home office-52% average per firm

Expected Growth 2022-11% avg. Per firm

Expected Mergers-2 Total= 6% of firms

% Expected Economy GNP Growth-2.3%

UC&CS GLOBAL NEWS

COVID 19 SURVEY SUMMARY

New Services-27% of firms surveyed

- 1. Internal Auditing**
- 2. Accounting Outsourcing**
- 3. Administrative Diagnosis**
- 4. Virtual training**
- 5. Distance Advisory**
- 6. Consulting**
- 7. IFRS**

UC&CS GLOBAL NEWS

ASSOCIATION OF:

- ❖ **103 FIRMS**
- ❖ **4 CONTINENTS**
- ❖ **50 COUNTRIES**
- ❖ **186 OFFICES**
- ❖ **1,962 STAFF**
- ❖ **11,971 CLIENTS**



UC&CS GLOBAL NEWS

2021 NEW FIRMS:

- ❖ **PERÚ-2 FIRMS**
- ❖ **COSTA RICA**
- ❖ **MALAYSIA-KL**
- ❖ **LABUAN-MALAYSIA**
- ❖ **NEW YORK-USA**



UC&CS GLOBAL NEWS

CHALLENGE- GROWTH TO 200 FIRMS

- 
- ❖ **EASTERN EUROPE**
 - ❖ **MENA**
 - ❖ **BRITHISH AFRICA**
 - ❖ **BRASIL**
 - ❖ **USA/CANADA**
 - ❖ **CARIBBEAN**

UC&CS GLOBAL NEWS

VALUE ADDED

- ❖ **TRAINING-120 HOURS: IFRS, TAX, ISA's, FINANCE, HR, ECONOMICS**
- ❖ **WEBINARS-TAXES WORLDWIDE**
- ❖ **AUDITING SW-UC&CS ARBASOFT**
- ❖ **AUDITING RISK BASED SW**

UC&CS GLOBAL NEWS

VALUE ADDED

- ❖ **QUALITY SYSTEM/ PEER REVIEW-10 FIRMS/YEAR & ON DEMAND**
- ❖ **BRANDING-CORPORATE IMAGE**
- ❖ **NETWORKING-MNC CLIENTS**
- ❖ **MARKET POSITIONING-IAB**

UC&CS GLOBAL NEWS

IN PROGRESS-NEGOTIATIONS **STRATEGIC ALLIANCES:**

- ❖ **PRIME PARTNERS-SWITZERLAND-DONE**
- ❖ **LEGAL-ASIA PACIFIC**
- ❖ **CHINA-2 GROUPS**
- ❖ **UK-2 GROUPS**



UC&CS GLOBAL NEWS

NETWORKING-MULTINATIONAL CLIENTS:

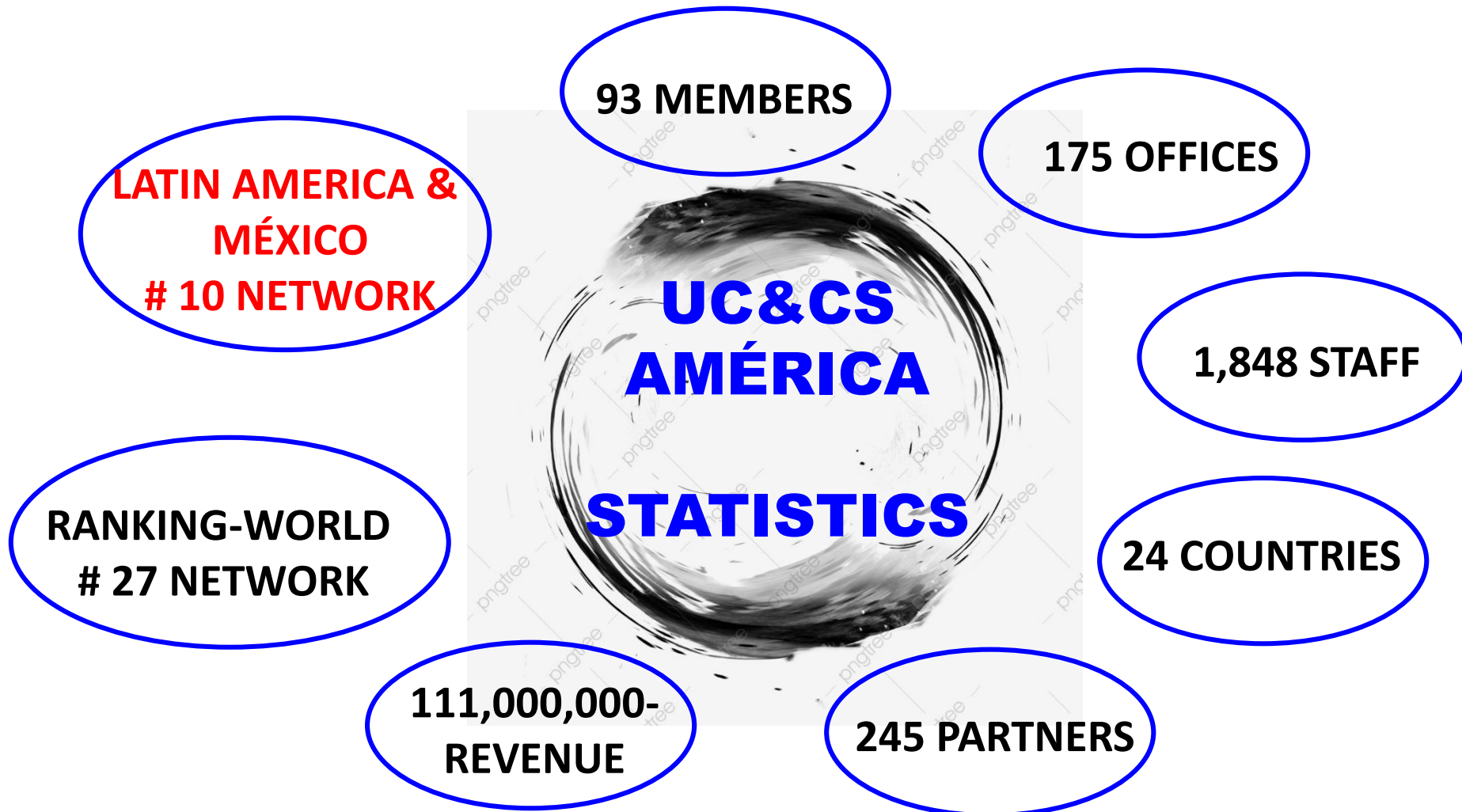
- ❖ **ERP-RI**
- ❖ **LATIN AMÉRICA-ADAM**
- ❖ **INDIA-NEEYAMO**
- ❖ **CARIBBEAN-SW CHINA**



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MARKET POSITIONING - IAB



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103 MEMBERS

US 115,113,000-REVENUE

22 ASSOCIATION

1,962 STAFF

186 OFFICES

270 PARTNERS

**# 2 ASSOCIATION-MEXICO &
LATIN AMERICA**

**UC&CS GLOBAL
STATISTICS**

50 COUNTRIES

(31 WITH MEMBERS PLUS 19 WITH CORRESPONDANTS)

70 COUNTRIES WITH STRATEGIC ALLIANCES

MARKET POSITIONING - IAB

REFERRAL'S CHAMPIONS 2021

FIRM	CLIENTS	COUNTRIES
BETANCOURT CASTORENA	3	8
CASTRO PARRA	3	8
PEÑA CASTRO	2	5
AOS ABOGADOS	2	2
DEWAN NAZRUL ISLAM & CO	1	1
WEIS Y ASOCIADOS	1	6
AUDIRAMOSCONSULT	1	5
DNN CORPORATION	1	5
OXFORD MANAGEMENT	1	1
IBAZETA PULIDO ZAGAL	1	1
AUDITGLOBAL	1	1
UC&CS AMÉRICA	3	19

UC&CS GLOBAL NEWS

GLOBAL START-UP-STANDARD FEES

- ❖ **START-UP- US 900- US 3,500**
- ❖ **ACCOUNTING- US 400**
- ❖ **PAYROLLING- US 60 per employee**
- ❖ **TAX ADRESS/LEGAL REP- US 300**
- ❖ **BRAND REGISTRATION- US 2,000**

ACHIEVEMENTS 2021

- ✓ **TRANSNATIONAL PROJECTS (62 PROJECTS)**
- ✓ **NEW MEMBERS IN ASIA & LATAM**
- ✓ **FORUM OF FIRMS INVITATION TO UC&CS-2025**
- ✓ **TAXES WORLDWIDE E-BOOK**
- ✓ **DOING BUSINESS WORLDWIDE PRESENTATIONS**
- ✓ **UC&CS ARBASOFT-AUDITING RISK BASED 1.0**
- ✓ **SOFTWARE- ENGLISH & SPANISH**
- ✓ **INTRANET WITH TRAINING VIDEOS**
- ✓ **UC&CS APP FOR ANDROID & IOS-BILINGUAL**



PLANS FOR 2022

ORGANIC GROWTH IN EMERGING COUNTRIES

DEVELOPE SME'S MNC's

STRATEGIC ALLIANCES-EMEA & ASIA PACIFIC

UC&CS ARBASOFT IMPLEMENTATION

ISQM1&2 IMPLEMENTATION/PEER REVIEW

TAXES WORLDWIDE Ebook & DOING BUSINESS

PLANS FOR 2021-2030

**TRAINING
IN
THE
FUTURE
GLOBAL VISION**



**2022-DIGITAL WORK AND
TECHNOLOGY DISRUPTION
5TH DIGITAL REVOLUTION**

**2023-2030-NEXT 11 COUNTRIES/
PRACTICE MANAGEMENT/
SUCCESSION PLANNING/
MENTORING PROGRAM**

MEMBERS OF THE BOARD OF DIRECTORS OF AMÉRICA

MAURICIO MOBARAK- PRESIDENT

USA-GRACE WILLIAMS

CANADA-TBD

MÉXICO-MARCO CASTILLO

CENTRAL AMÉRICA- FRANKLYN HERASME

ANDES- CARLOS CASTRO & VIRGILIO WEIS

SOUTH AMÉRICA-RUBÉN PAPA, ANDRÉS FIORILLO

TRAINING-MIGUEL ANGEL QUIÑONES

QUALITY-JOAQUÍN VEGA

MEMBERS OF THE GLOBAL BOARD OF DIRECTORS

 **MAURICIO MOBARAK-PRESIDENT**

 **USA-GRACE WILLIAMS**

 **MÉXICO-MARCO CASTILLO**

 **BRASIL-TBD**

 **CENTRAL-FRANKLYN HERASME**

 **ANDES MOUNTAINS-CARLOS CASTRO**

 **PERÚ-VIRGILIO WEIS**

 **SOUTH AMÉRICA-RUBÉN PAPA,**

 **ANDRÉS FIORILLO**

Designed by pngtree

EUROPE-

 **ATHOS FOUTTIS,**

 **FABRIZIO CONFALONIERI,**

 **SVIATLANA ARACHYKABA**

 **ASIA-MALIK HAROON**

 **ATOK KOMARIANTO**

 **OCEANIA-2 MEMBER'S**

 **AFRICA-2 MEMBER'S**



VALUE ADDED GIVEN TO THE MEMBERS BY UC&CS AMÉRICA & UC&CS GLOBAL

	€
AUDITING TRAINING	2,000
TAX INFORMATION	1,000
WORLDWIDE CONFERENCE	4,000
AUDITING METHODOLOGIES	1,500
AUDITING SOFTWARE	5,000
REFERRALS	<u>1,500</u>

TOTAL BENEFITS

€ 15,000

= US 22,000

INTERNAL VALUE FOR MONEY-

500%(5 TO 1)

15,000/2,600



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THANK YOU!
SEE YOU FOR OUR
XXIII ANNUAL CONFERENCE
XXVII ANNIVERSARY
MEXICO CITY &
MAYAN WELLNESS ROUTE
OCTOBER 2022

THANK YOU!