

**TotalTrust Investigations**

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**Investigations**  
SEEK & YOU SHALL FIND

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**The Risk Company**



# About Total Trust Investigations

The quality and the professionalism of our services have confirmed us as leaders among the top private investigations agencies in Romania. We have the capacity of accomplishing any type of investigation, but the main profile of our agency is that of economical and financial inquiries. Presently, we are the only company in Romania which offers professional services of business intelligence, risk company, due dilligence and forensic services.

The quality of the services that we offer our clients is guaranteed by the professionalism of our investigators, whose experience in the secrete services and in criminology is sustained by top collaborators among specialists and experts in the economical, financial and juridical fields and in the field of operative and informatics technique.

The high - tech that we use enables us to obtain the most conclusive evidences and to treat professionally the most difficult cases. Through cooperation with the best qualified international private detectives agencies and thanks to our responsible performance, we succeeded in achieving a top place in foreign clients' preferences.

As a result of our work, we conquered the trust of prestigious companies, such as: banks, important industrial companies, oil and chemical industries, road and railway carriage companies, distribution firms, commercial agencies, shops, press, attorney offices, personal recruitment agencies, artists and personalities of the public life.

## Services

### A. Investigations, Financial Advisory and Intelligence

I. Investigations

II. Litigations

III. Business intelligence

### B. Background screening

### C. Services of operative surveillance

### D. Security services (not guard and protection)

### E. Corporate preparedness

**TotalTrust Investigations'** priority resides in offering our clients the best intelligence, with objective of obtaining the maximum of profit out of a business and to optimize their internal management. Our general orientation is to turn prevention into a priority. The intelligence obtained by **TotalTrust Investigations** help us identify the risks and the vulnerabilities of a company and implement appropriate action strategies. Our services have a post-factum side, too. **TotalTrust Investigations'** specialists are able to obtain, in a short time, all the intelligence necessary to solve the existing problems and to redress a company.

# **A Investigations, Financial Advisory and Intelligence Services**

## **I. INVESTIGATIONS**

Fraud, financial irregularities, commercial and employee disputes are among the most complex problems facing business nowadays. All these can result in major financial damage. Our experience in assisting businesses, financial institutions and non profit organizations is based on the following aspects:

- ❑ Internal fraud investigation, violation of laws, regulations and company policies;
- ❑ Gathering evidence in major litigations and commercial disputes;
- ❑ Locating concealed assets;
- ❑ Investigating the theft of intellectual property.

Our services allow us to provide our clients with expert advice and support at every stage of the process from investigation to recovery, training and prevention. These can be adapted to meet our clients' specific objectives.

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# 1 Corporate Investigations

**TotalTrust Investigations** was founded as an investigation company and corporate investigations represent the main profile of our business. Working closely with a company's board of directors, management and legal counsel, **TotalTrust Investigations** independently investigates fraud, accountancies irregularities, intellectual property theft, embezzlement, information leaks, related party transactions, kickbacks and other conducts.

# 2 Forensic Accounting

When it is about fraud, abuse, embezzlement or accounting irregularities, **TotalTrust Investigations** has the investigative force and the accounting expertise needed to uncover and solve the cases. Our experienced forensic accountants can help the clients unravel the true financial state of the business, as well as identify how the accounting systems have been manipulated to cover up any wrongdoing. Our professionals will also work to quickly ascertain the value of funds that the company may have lost. We analyze the facts to determine why financial mismanagement has occurred, how long it has been in progress and the value of the impact. Also, we are able to quantify losses and to help our clients plan recovery strategies.

### 3 Hostile Takeovers

In our opinion, accurate information makes the difference between winning and losing. Accordingly, **TotalTrust Investigations** works closely with clients to gather intelligence about the opposition's strategies, intentions, vulnerabilities and tactics. **TotalTrust Investigations** can support the clients by offering facts and evidence that can be used in negotiations and litigations. Our goal is to obtain information that supports the legal and public relations strategies of our clients.

### 4 Due Diligence

In public offerings, private placements, joint venture agreements and transactions of every type, **TotalTrust Investigations** provides clients with information they need to find out the background, reputation, reliability and integrity of their competitors and business partners. We use a wide range of investigation methods and a lot of sources to obtain intelligence for our clients. Depending on the demands of the clients, we may investigate the following:

- management style and ethics of key executives
- unjustifiable employment and staff
- business and company reputation
- litigation involving the company
- overstated assets and revenues
- unrealistic projects
- misrepresentation, over and under evaluation of facts in assignment and negotiations
- hidden ownership issues

## 5 Asset searches

**TotalTrust Investigations** has achieved success in areas such as asset and hidden bank accounts, tracing and the unraveling of complex offshore structures.

## 6 Fraud prevention and detection

All companies have vulnerabilities, but the vulnerability to serious fraud occurs in companies where a combination of fraud indicators exist:

- the company's code of conduct is inadequate or ambiguous;
- there is a perception that misconduct will not be investigated or penalized.

Working with our clients' internal teams, we review their operations and identify weaknesses through which fraud could occur. We use software to find database transactions that could be symptomatic of problems or missed opportunities. We evaluate our clients' controls, where necessary making cost-efficient recommendations.

**TotalTrust Investigations** helps clients investigate and recover losses and to mentor their internal teams so that improvements are maintained.

**TotalTrust Investigations** cooperates with its clients to create and maintain a culture of corporate responsibility. We assist the human resources departments of companies by offering the following services:

1. personnel verification before employment;
2. training programs;
3. interviews;
4. methods of investigation.

## II. LITIGATIONS

**TotalTrust Investigations** can provide a comprehensive and innovative response to disputes like:

- ❑ suspecting fraud within the company;
- ❑ initiating or defending a lawsuit;
- ❑ suspecting that the client's intellectual property may have been compromised or if the client is considering a new alliance, affiliation or acquisition.

By combining financial experience with investigative techniques, our financial and forensic accounting professionals assist clients in preventing and detecting fraud.

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## III. BUSINESS INTELLIGENCE

We provide strategic insight into operational risk issues by combining **TotalTrust Investigations'** investigative capabilities with analytical skills. We serve a market need not currently met by management consultants or market researchers.

The questions we answer our clients, regarding this field, are:

- ❑ How will our customers react to a competitor's new product?
- ❑ What resources are our industry peers dedicating to further developing new technology?
- ❑ How much market share will we truly gain if we buy this company?
- ❑ Which foreign suppliers represent the biggest threat to our business?
- ❑ Is this a good time to buy/sell this company's stock?
- ❑ Am I paying fair value?
- ❑ Who else might consider bidding on this asset?
- ❑ Who are my competitors and what prices do they intend to offer at an auction at which I intend to participate?

The right information at the right time can make the difference between success and failure. **TotalTrust Investigations** helps clients make profitable decisions by reducing unknown or poorly understood aspects of a given opportunity. Clients come to us for advice on informed action, for data gathering, but also to better understand the risks, the pros and cons of a business opportunity.

# B Background screening

Hiring the best people and vendors is vital to the success of any company. Through our experience, we can detect potential risks, such as fraud, criminal convictions and past employment records. **TotalTrust Investigations'** background screening services help companies eliminate doubt about the integrity of job applicants and vendors.

Also, **TotalTrust Investigations** can examine professional and academic claims and identify a range of omitted issues that could affect job performance. We identify the personnel problems related to absenteeism, fictive medical problems, alcohol and drugs issues and familial conflicts.



## C Services of operative surveillance

**Total Trust Investigations** has the best surveillance teams, because we have understood, since the beginning, that this activity does not mean to simply keep track of a person. In our case, surveillance includes complex photo-video documentation, description of behavior, identification of all the encountered persons and visited addresses, and, not least, anticipation of a person's intentions. **Total Trust Investigations** has achieved all these through a perfect combination of two factors: the exclusive employment of qualified staff, with 20–30 years experience, and the use of last generation technical systems. Sometimes, operative surveillance means the first step in a investigation, and, in most cases, it is the best solution when our clients face the following situations:

- ❑ establishing and documenting misconduct in the act;
- ❑ photo video documentation of a meeting;
- ❑ surveillance and documentation of the personnel, in order to see how they accomplish their duties and range their free time interests;
- ❑ identifying activities and friends, significant contacts;
- ❑ surveillance of commercial spaces, buildings, warehouses etc, during assigned predefined time periods;
- ❑ counter-surveillance services;
- ❑ means of tracking down potential followers;
- ❑ children and teenagers – frequented places and milieu, friends, activities, absenteeism etc.

**Total Trust Investigations** operates strictly under legal regulations; therefore we mention that all the surveillance activities are achieved only in public spaces.

## **D** Security services (not guard and protection)

**TotalTrust Investigations** works closely with clients to develop, implement and test effective strategies for business crisis management. Important problems, such as: strikes, sabotage, collective negligence, criminal acts, workplace violence, terrorist acts can affect the business in a major way and can also lead to its destruction. This is the reason why **TotalTrust Investigations** offers its clients professional security plans.

## **E** Corporate Preparedness

In a time where companies are always under diverse pressure and risk threats, Corporate Preparedness has now become vital. A recent study revealed that companies with robust Corporate Preparedness plans earned an average 25% higher shareholder value than companies without these capabilities, one year after a major crisis. **TotalTrust Investigations'** Corporate Preparedness Services provide corporations with a preparedness capability to detect, prevent, respond to and recover from hostile events.

## Total Trust Investigations' MISSION

To optimize the profit of our clients: this is the role of **TotalTrust Investigations**. No matter if we act post-factum, offering intelligence and solutions to redress or reduce the losses or in a preventive way, offering a manager all the intelligence necessary to take the best decisions for his company, our goal is the same: that intelligence offered by us help a company or a physical person obtain a maximum of profit with a minimum of resources. In our opinion, the efficient and lasting development of a company can be achieved only through informed awareness and knowledge, as KNOWLEDGE is power.

### **ETHICS AND CONFIDENTIALITY**

The interests and the confidentiality of our clients have always been the priority of **TotalTrust Investigations'** professional ethics code. In all our actions, we adhere to the independence and impartiality principles.

**TotalTrust Investigations** pays a special attention to the maintenance of high ethical standards and to the keeping of a strict secret regarding the clients' identity and the relations between the clients and the company. The principle and practice of confidentiality in our professional conduct is essential to the entire communication with the client and also continue after the end of the action and cooperation.





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