

# Kline Provides DCAA Accounting To Those Who Train The WarFighters



**EXPERT TRAINING | PROVEN RESULTS**

## The AST Advantage: Superior Training Built on Trust, Backed by Proven Performance

Arrow Security & Training LLC (AST) is a privately owned training company with corporate headquarters in New Hampshire and satellite offices in Virginia and North Carolina. Among AST's greatest assets is their solid



*AST provides pre-deployment training based on Special Forces expertise and combat experience.*

reputation built on trust and proven performance. They have established outstanding, long-term relationships with current and past customers from the Department of Homeland Security, Department of Defense, Department of State, Department of the Interior, and other departments that serve the U. S. Government. This enhanced access has allowed the company to es-

establish superior relationships with their clients, who serve our national interests.

AST designed and developed a number of critical training programs specifically tailored to the Department of Defense, supporting its Global War on Terror. As AST's reputation and capabilities grew, so did the demand for customized training services. AST has expanded its services by offering various types of role playing which enhance the training experience, as well as language and cultural immersion programs worldwide for a wide range of government agencies. AST has experienced exponential growth and will continue to grow at a steady pace.



AST distinguishes itself from its competitors in multiple ways; from agility and responsiveness to empowered leadership. Two critical set-aside designations give AST the distinct advantage over other companies attempting to operate in the same arena:

- SBA Certified 8(a) company
- Service Disabled Veteran Owned Small Business (SDVOSB)



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## Kline and Company Guides AST to Federal Contracts Accounting Success!

Since the early days of AST, they realized that commercial and government accounting were quite different. AST's CFO was fluent in all facets of commercial accounting but as the company grew, she realized help was needed. NH does not have a large community of government contractors so finding help to learn the DCAA accounting principles was a priority. The first challenge to winning government contracts is to price the contract correctly and be able to stand behind the indirect rates when audited by DCAA. The CFO spent countless hours researching and networking to find a partner to help facilitate the DCAA guidelines and how to price proposals correctly. As a small business in NH, AST used all the free services available and joined NH PTAP. NH PTAP offered free government contracting classes held by Kline & Company. After the first few minutes in the class, AST's CFO knew she found a partner in the government contracting world. Since that day, AST has taken a major step in understanding the requirements and reporting to DCAA and the government customer as a government contractor.

As federal contracts were awarded to AST and DCAA compliance was required, Kline & Company has served AST in a consultative role, getting the company set up to meet the government's accounting requirements. Kline & Company met with AST and reviewed their chart of accounts and timekeeping systems and put into place the procedures for accurate DCAA reporting. Sheree was instrumental in their indirect rate calculations and also creating their ICE models for submission.



*AST provides training to various agencies preparing for worldwide deployment, including canines!*

The Kline staff works extremely hard at building a trusting relationship, and we count on their expertise to guide us as we grow our business. They are a '10' in my book. Throughout the years they are always accessible to us for general questions, help with the ICE submission, taxes, and provisional rates. Kline and Company is an accounting firm that feels like family, they are not your typical accounting firm. Fred, Sheree and the entire staff are always available at the drop of a hat, which is a valuable asset on any company's team.

-Becky Marshall, CFO

Arrow Security & Training, LLC (AST) was founded in 2005 in Nashua, New Hampshire by Joseph M. Lopez. His primary effort was to assist and train our nation's warriors prior to their deployment to the Afghanistan and Iraq Theaters of Operation but also to support mission readiness for troops deploying worldwide. Mr. Lopez is a 30-year veteran of the Special Forces Community serving with the 10th SFG(A), 20th SFG(A), and 1st SWTG(A). He holds the 18C Special Forces Engineer, 18B Special Forces Weapons, and 100B Utility Helicopter Pilot MOSs. He is also a Combat Veteran of Afghanistan (OEF) on a Special Forces Operational Detachment A (SFODA) 2002-2003



Joseph Lopez, Founder & CEO

### About Kline and Company CPA PC

Federal government contractor accounting is our primary area of specialization. If you are a DoD contractor or do business with the US government, you can tap the expertise of our seasoned team of DCAA consultants, which includes former DCAA auditors. You will find that our real-world experience is invaluable in helping you meet the complex requirements of the Federal Acquisition Regulation or representing you for a DCAA audit. Our mission is to help you achieve yours! Visit [www.klineco.com](http://www.klineco.com) for more information.

