



CORPORATE
FINANCIAL
SOLUTIONS

Discover the Roots of Growth

Winter 2016

Happy New Year!

The continued support of trusted advisers has given me the opportunity to consult with entrepreneurs, private equity groups, audit committees and corporate management in addressing crucial financial issues. These projects require senior level expertise to identify the issues and craft solutions to move the Company to the next level. This newsletter will update you on the types of projects that have become core to my practice.

Acquisition Consulting and Due Diligence includes assistance to both sellers and buyers. Consulting services have included assisting the seller to prepare for due diligence. For buyers, services have included both financial due diligence and post purchase integration.

- Referral made by the private equity group buyer to the seller to assist the seller prepare for due diligence. My analysis became the base of the buyers quality of earnings due diligence and set the stage for moving forward on the first day.
- Acquisition due diligence for a company in bankruptcy disclosed numerous errors with financials maintained by a trustee causing the investors to withdraw.

Special Projects include assisting audit committees, management and institutions of higher education drill down into existing business situations to reveal issues and opportunities for improvement and to evaluate new investment opportunities. Examples of these services include:

- The representatives of a large estate formed an audit committee for one of the businesses in the estate in order to learn more about the Company from an independent person.
- A university was approached by a potential donor to expand curriculum. The terms of the donation had to be evaluated. The expansion was not undertaken.

Management Issues include a variety of projects from identification of gaps in financial leadership to project management for a new financial system. Frequently management sees problems but has difficulty identifying the root cause necessary to reach the correct solutions. Examples of these services include:

- Project management for a system installation when it grew out of control.
- Correction of the accounting portion of a system installed incorrectly.
- A privately held company preparing for transition to a younger management team who wanted to use more technology to reach its next level of growth. Results included recruiting and hiring a CFO and implementing controls over service billings to accelerate cash flow.

Outsourced CFO Services are necessitated by the departure of the CFO or when a company has outgrown its current financial management. Senior level management can drop in and provide immediate impact on the company. Example of these services include:

- An entrepreneur with multiple entities required deep drilling to correct errors of the untrained staff and provide a new level of financial expertise for the entrepreneur.
- A Private Equity Group required interim CFO service upon the departure of the CFO. This work revealed material errors in the financials and provided owners with information to reframe the business model.

Turnaround Consulting includes identifying the issues associated with inadequate cash flow and financing, recommending improved financial analysis, recommending debt restructuring plan, and cash flow modeling and management. Example of these services include:

- A company that was overleveraged required coaching the owner to reach out to lenders to restructure existing debt resulting in lower payments.

Many times the key stakeholders benefit from a situational assessment in order to develop the plan of action.

Thanks for your continuing interest in our work.

