



Marc Weinsweig



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WeinsweigAdvisors

Trust ▪ Passion ▪ Speed

Expertise

Interim Management
Performance Improvement
Business Restructuring

Certifications (Inactive)

Certified Valuation Analyst
Certified Public Accountant
Certified Turnaround
Professional
Certified Insolvency and
Restructuring Advisor

Education

BS Pennsylvania State
University
MBA Carnegie Mellon University

Marc Weinsweig has served in interim CFO, COO, Chief Restructuring Officer (“CRO”) and CEO positions to preserve and enhance value during periods of transition. Mr. Weinsweig is also an Adjunct Professor at the Georgetown University McDonough School of Business, where he teaches an MBA course on turnaround management. He previously spent 16 years as a Senior Managing Director at FTI Consulting and Director at PricewaterhouseCoopers.

Representative Engagements

Copperweld BiMetallics CEO

Developed and implemented a comprehensive strategic plan to maximize value through the diversification of the Company’s customer & market base, rationalization of its manufacturing processes / cost structure and re-deployment of excess manufacturing assets into a Chinese JV. Improved management reporting through a refined chart of accounts, system implementation, integrated financial model, detailed weekly cash flow forecast and management dashboard. Refinanced credit facility with a new lender.

Wireless Facilities Inc CEO/CFO

Engaged by equity sponsor to carve out a subsidiary of a larger corporation and transform it into a standalone operation. Built company’s finance & accounting, IT and human resources organization from scratch. Rationalized the company’s core service offerings and implemented a new project and vendor management program. Assisted equity fund to negotiate credit facility with secured lender.

Electronic Warfare Associates CFO

Completed a business plan review. Developed an integrated financial model, liquidity forecast and valuation. Streamlined operations and the company’s cost structure to improve EBITDA. Negotiated amendment to credit facility. Assisted to raise new capital for the company.

Ritz Camera Centers CRO

During one of the worst economic downturns, led Ritz Camera’s financial and operational restructuring. Rationalized company’s store footprint, organizational structure, product mix and overhead costs to drive enterprise value. Resulted in one of the few successful retail going-concern reorganizations.

Total Home Health CRO

Assessed and refined the company’s billing and collection cycle. Developed improved financial reporting processes. Successfully negotiated an out of court restructuring to preserve value.