

Business Restructuring



WeinsweigAdvisors

Trust ▪ Passion ▪ Speed

STRATEGIC

- Strategic Alternatives
- Interim Management
- Business Plan Development
- Capital Solutions
- Transaction Planning

FINANCE / ACCOUNTING

- Liquidity Management
- 13-Week Cash Flow Forecast
- Integrated Business Model
- Working Capital Improvement
- Cost Reduction

OPERATIONS

- Revenue Enhancement
- Process Improvement
- Asset Optimization
- Incentive Plan

BANKRUPTCY

- First Day Orders
- Bankruptcy Reporting
- Preferences
- Fraudulent Conveyances
- Plan of Reorganization
- 363 Asset Sale

Preserve and Enhance Enterprise Value

Each stakeholder of an under-performing business has specific concerns and objectives. Equity is looking to grow value while minimizing incremental investment. Lenders want their loan paid off. Employees are focused on maintaining jobs and vendors typically seek to balance recovery on current credit outstanding with future business opportunities. Navigating through such a minefield to create win-win solutions requires the assistance of hands-on operational experts with years of experience who work at a reasonable and flexible fee structure aligned with your interests.

Runway

Adequate runway (time) is necessary to effectuate a successful turnaround. WeinsweigAdvisors professionals calm critical situations by seeking win-win solutions that give secured lenders and vendors comfort that their downside is protected while providing for the requisite time and/or money (runway) for the company to restructure.

Liquidity

If an under-performing company is in the early stages of distress, management should focus on the income statement to generate cash. However, for companies that are far along the demise curve, income statement solutions require time,

which is typically in short supply. In this situation, WeinsweigAdvisors works with management to drive a balance sheet focused solution, including accounts receivable and inventory reduction, stretching of payables, sale of non-core assets and infusion of alternative sources of capital.

Reorganization

WeinsweigAdvisors brings both operational and financial expertise to formulate and drive a restructuring plan that not only improves the capital structure, but also leaves the company with a sustainable operating platform for future EBITDA growth.

CONTACT

Marc Weinsweig
301.332.2555
marc@weinsweig.com

Chris Stevens
301.305.4983
cstevens@weinsweig.com

Jon Fick
703.463.1792
jfick@weinsweig.com

About WeinsweigAdvisors

Weinsweig Advisors brings seasoned executives to preserve and enhance value in the areas of **Business Restructuring, Growth Transformation and Digital Innovation**. Our professionals have spent most of their careers with large advisory firms including FTI Consulting and PriceWaterhouseCoopers or in senior executive positions at operating companies. Our team provides top-tier expertise at a reasonable and flexible fee structure aligned with your interests.