

Business Turnaround & Restructuring

In business, nothing remains constant. In times of turmoil, every decision counts. Bridgepoint Consulting provides strategic advisory services and turnaround management to solve complex business, litigation and IT challenges. Our team of seasoned professionals and former C-level executives specialize in developing strategies and action plans for companies facing substantial challenges. With decades of experience, we work to identify unexplored avenues and optimize the outcome of the most complex business issues.

Bridgepoint Consulting provides high value services, high impact results.

When business takes an unexpected turn, companies often need an unbiased perspective to make strategic changes. Bridgepoint helps companies identify the key issues holding them back and realign themselves with new strategic plans, crisis management, repositioning and more. In addition to bringing strategic alternatives to bear, we know the players who can quickly put the potential solutions into action.

Our extensive real-world experience and perspective go to work immediately for clients and its vested stakeholders. We transparently partner to quickly analyze cash resources and forecasts, operational improvements, financing options, divestment needs, M&A strategies and the value of key assets, including intellectual property, to create a plan of action. By providing independent expertise, we also instill the stakeholder credibility needed to move businesses forward.

Moving Businesses Forward.

Demonstrated Expertise. We have a multi-discipline team with broad industry expertise that has vast skills with complex negotiations between competing interests to achieve pragmatic solutions. Our professionals have exceptional credentials—from CPAs certified in financial forensics—to Certified Fraud Examiners, Certified Turnaround Professionals and Certified Insolvency Reorganization Advisors. Additionally, we have proficiency with court-appointed roles including CRO, Receiver, Examiner and Accountant.

Proven Approach. Bridgepoint understands the differences and elements of crisis management versus business turnaround services. We provide leading practices and value-focused processes to create momentum for our clients. We create a collaborative leadership blending our expertise and your knowledge to produce fundamental change.

Measurable Results. We are results-driven to provide optimal outcomes for our clients. Whether improving liquidity, increasing EBITDA or identifying cash generation opportunities, we work to deliver the best possible measurable outcomes. Ultimately, we want to align interests of stakeholders, create fundamental change and develop a foundation for sustained improvement.

Strategic Positioning

- Review of Operational Capabilities
- Business Planning
- Repositioning
- Cash Planning

Business Crisis Management

- Turnarounds
- Debt Restructuring

Negotiations with Stakeholders

- Cost and Expense Reduction
- Analysis of Creditor Rights
- Liquidation Analysis
- Dispute Resolution
- Equitable Treatment of Classes

Mergers and Acquisitions, Insolvency & Bankruptcy

- Orderly Liquidation
- Pre-bankruptcy Strategic Planning
- Chief Restructuring Officer
- Section 363 Sales
- Intellectual Property Maximization
- Plan of Reorganization
- Debtor in Possession Financing

Litigation Support

- Forensic Accounting
- Lost Profit Analysis
- Damage Calculation
- Contract Auditing
- Expert Witness Testimony
- Deposition Support
- Cause Analysis
- Acquisition Due Diligence
- Post Acquisition Integration



Bridgepoint Strategic Execution

DETERMINE REALITY

- Business plan review
- Critical value drivers
- Liquidity
- Resources
- Constraints
- Market drivers
- Operational capabilities

PLAN & MANAGE

- Crisis vs. turnaround
- Bias towards action
- High impact opportunities
- Metrics & reporting
- Eliminate complexity
- Speed to results

NEGOTIATE

- Communications
- Transparency
- Dispute resolutions
- Vendor relations
- Debt restructuring
- Sponsor commitment

OPTIMIZE PROFIT

- Cost and expense reduction
- Revenue enhancement
- Increase working capital

EXECUTE & SUPPORT

- Chief Restructuring Officer (CRO)
- Forensic accounting
- Damages
- Expert witness testimony
- Fiduciary services
- Project employees
- Recruiting

Example: FOOD COMPANY AND MANUFACTURER – Bridgepoint Consulting was hired to assist a \$65 million food company owned by multiple shareholders that had several credit facilities. The shareholders and company were in litigation, credit facilities were in default and the lender was unwilling to renew the facility until lawsuits were resolved and guarantees made. Bridgepoint managed the company's Chapter 11 bankruptcy and negotiated a buy/sell agreement between the parties. Bridgepoint's appointed CRO successfully identified a private equity buyer and worked with them on closing the sale and funding requirements. During the bankruptcy, Bridgepoint also managed cash flow, oversaw the construction of a new manufacturing facility, managed customer relations and negotiations of contracts, and supported supplier and customer communication. The net result was the settlement of all litigation and creditors receiving 100% of claim amounts. The company continues to operate under the new ownership.



AUSTIN DALLAS HOUSTON

Bridgepoint Consulting is a leading Texas-based professional services firm that provides strategic services and highly qualified professionals to solve complex financial, management and technology challenges. Since 1999, we've been helping executives and management teams reduce their business and operational risks, bridge resource gaps and improve overall performance. Whether an organization needs interim or permanent expertise to improve infrastructure and processes, or strategic management of a major transition or transaction, Bridgepoint's team of qualified professionals can help.

Contact us today. Let Bridgepoint help you optimize your critical business outcomes.

BridgepointConsulting.com

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