



Businesses facing financial and operational challenges are pushed to the brink with demands beyond the normal daily operations. To reduce the pain associated with the turnaround lifecycle, it is critical to identify a trusted partner who has technical and industry-specific expertise that is quickly scalable.

Our Turnaround & Restructuring Services (T&RS) experts help businesses accomplish their goals beyond existing bandwidth by providing exceptional people with the experience and leadership for complex turnaround and restructuring situations within an effective cost structure.

Performance Improvement Overview:

In today's environment, businesses face immense pressure to minimize costs and increase profits amidst a changing regulatory landscape. SolomonEdwards delivers strategic execution and tangible outputs designed to create a positive impact on your organization, maximizing performance through measured operational excellence. We assist teams in tackling business and financial challenges with an eye toward improving operational efficiency and effectiveness.

Our Performance Improvement offering includes:

Financial Assessment

- Cash and treasury management
- Cash flow analysis
- Internal and external reporting
- Management team

Cost Reduction

- Business transformation
- Facilitation of cost reduction initiatives & management
- Contract assessment and restructuring
- Operational footprint rationalization

Growth Services

- Business process optimization
- M&A transaction evaluation
- M&A integration
- Sales cycle renovation and enhancement



Working Capital Management

- Cash flow modeling and management
- Accounts receivable management and improvement
- Accounts payable management
- Vendor optimization and contract restructuring
- Debt assessment and management

Our qualifications to serve:



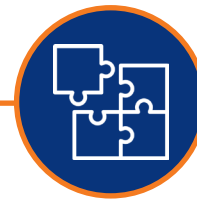
Experienced
subject matter
experts



Rapid & scalable
resource
deployment



International client
service platform with
local resource talent



Complementary
offering to existing
advisors

FOR MORE INFORMATION, PLEASE CONTACT:



John Moerman, CPA | Managing Partner, T&RS

John Moerman serves as a Partner with SolomonEdwards, where he leads the Mid-Atlantic Regional Practice. He brings over 25 years of experience in accounting, finance, operations and business process improvement. While with SolomonEdwards, John has led numerous engagements which have ranged from IPOs and accounting function relocation, to re-engineering, optimization, and strategic evaluation of a worldwide accounting function which included industry benchmarking and best practices recommendations. He has served over 50 clients during his tenure with SolomonEdwards. Additionally, John is heavily involved in the firm's Banking & Financial Services Industry Practice. John has performed complex accounting and operational business process improvement for large commercial and mortgage banks and has also led onsite teams for several bank closures during 2009 and 2010.

P: 484.581.2382 | **E:** jmoerman@solomonedwards.com



L. Michael Fleming, CIRA | Principal, T&RS

Michael Fleming is a Principal in SolomonEdwards' Turnaround & Restructuring Services practice in Boston. He is an experienced financial advisor with over 20 years of financial, management and restructuring experience and is a Certified Insolvency and Restructuring Advisor (CIRA). He has created complex connected systems to manage large global teams resulting in real-time resolution and has advised client executives, attorneys and teams through a variety of distressed and non-distressed situations ranging in size from small companies through the largest bankruptcies in U.S. history.

P: 617.812.5002 | **E:** lmfleming@solomonedwards.com

ABOUT SOLOMONEDWARDS

SolomonEdwards is a national professional services firm focused on strategy execution. By providing exceptional people for complex situations, we deliver subject matter expertise, apply proven project delivery models, and design custom solutions for your business. We focus on the areas of Accounting & Finance, Business Transformation, Governance & Regulatory Compliance, Transaction & Regulatory Advisory Services, and Turnaround & Restructuring Services. Learn more at SolomonEdwards.com.