



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:



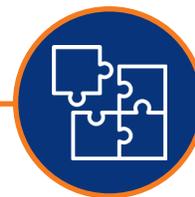
Experienced subject matter experts



Rapid & scalable resource deployment



International client service platform with local resource talent



Complementary offering to existing advisors

FOR MORE INFORMATION, PLEASE CONTACT:



Brian Markley, CPA | Managing Partner, T&RS

Brian Markley serves as the Managing Partner and national lead of SolomonEdwards' Turnaround & Restructuring Services practice. He is a seasoned financial advisor with over 30 years of accounting, reorganization of companies, litigation consulting, and forensics experience, including significant experience in corporate turnaround and bankruptcy situations. He has worked on behalf of debtors, secured and unsecured creditors, and trustees. In addition to in-court restructurings, he advises clients through post-acquisition transition services and out-of-court financial and operational analysis of troubled companies.

P: 212.545.9500 | **E:** bmarkley@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.