

Restoring Control

When difficult times are imminent, and leadership decisions must be taken in order to restore the company to a controlled and manageable market position, it is time to consider revamping your Corporate Strategy, planning for a Liquidity event, preparing to enter and emerge from Bankruptcy, or Restructuring the company.

Liquidity

The ability of a company to manage its liquidity to fund operations, satisfy debt covenants, and instill confidence with creditors, is paramount to a successful turnaround. Companies that can successfully create liquidity by managing working capital and reducing costs, can buy the time that is needed to implement and complete a successful turnaround plan.

Do you have confidence in your current cash sources and use of cash forecast?

Post-Merger Integration

The ability to successfully integrate an acquired company is generally ranked as the single most important factor that influences the success of an acquisition. Post-merger integration is always difficult with its complex processes, technologies, and most of all the people. In order to guarantee success, the correct approach must be administered with the appropriate focus on people, processes, and technologies. Without a balanced approach, and dedicated integration team, the projected accretive value of an acquisition can become elusive.

How many post-merger integrations has your team successfully completed?

Corporate Strategy

There is a general belief that the perception of your company is built from the outside-in; that your customers define your brand. But there is a critical mass of thoughts that show your brand is built from the inside-out. Your Corporate Strategy, when properly developed, cared for, and nurtured, has the ability to resonate through the organization, shaping the future-state of your company, and serving as a guidepost for critical decision-making.

Can every Manager in your organization articulate the corporate strategy in easily-understood terms?

Bankruptcy

When insolvency leads to bankruptcy, it is understood that planning ahead is imperative. If a Chapter 11 reorganization becomes necessary, it is imperative to use experienced resources to guide you through developing your pre-filing strategies, restructuring the organization and management team, and facilitating communications and negotiations with all stakeholders, with the ultimate goal of emerging as a financially stable company. We work with you through the process to develop financial and operational improvement initiatives and developing a consensual Plan of Reorganization, that is agreeable to all parties.

Does your management team have past experience navigating through a Bankruptcy and successfully emerging as a viable company?

Restructuring

The basic nature of restructuring is a zero sum game. Strategic restructuring reduces financial losses, while simultaneously reducing tensions between debt and equity holders to facilitate a prompt resolution of a distressed situation. The most important aspect of any successful restructuring is to obtain support from lenders and other debt holders so you can complete the turnaround process. Obtaining support from lenders, in order to continue to fund operations or restructure debt, is often the difference between a successful turnaround and being forced into bankruptcy or liquidation.

Do you have enough creditability with your Lenders that they will support your restructuring plan?

Contact Information

Sylvan's Empowerment Services are managed by:

Paul Pinto
Managing Partner
+1.678.644.6170

About Sylvan Advisory

Formed in 2007, with its founding Partners coming from Big-5 consultancies, Sylvan Advisory represents a unique mix of buy-side and sell-side experiences, that is supported by deep industry, financial, and technical knowledge. With its headquarters in New York City, and satellite offices in Los Angeles, Atlanta, London, Amsterdam, and Singapore, coupled with a history of having conducted business in 43 countries, Sylvan is well-positioned as the premier global provider of value-creation services.