



Beane
Associates, Inc

Turnarounds and Crisis Management

Financial Advisory

Wind-downs and Liquidations

Refinancing and Equity Infusion

Achieving Excellence

Since 1984

We can help you find the answer...

consultants to management

Finding the Answers to Your Business Challenges

Success in today's complex business environment requires that management constantly question its ability to provide effective leadership and flexibility in solving problems.

Sometimes finding the answers to those questions requires the guidance of a business partner who can help you objectively assess your current status, goals and business direction.

Founded in 1984, Beane Associates, Inc. continues to build an impressive track record in helping private and publicly owned companies improve operational effectiveness and profitability during a time of financial challenge.

Looking After the Health of Your Business is What We Do

We have successfully managed distressed business situations across virtually all industries throughout North America including:

- Aerospace
- Automotive
- Building Products
- Construction
- Defense
- Distribution
- Financial Services
- Food & Beverage
- Health & Medical
- High Technology
- Manufacturing
- Printing
- Retail
- Service
- Textiles
- Transportation

Our team of experts develops cost-effective strategies that enable financially troubled companies to achieve and sustain an improved competitive advantage. Above all, we not only recommend practical improvements but also provide guidance during the execution of strategies. We will work with you to take you where you need to go and ensure a stable enterprise.

▲ Turnarounds and Crisis Management

Whether acting as an advisor to senior management or taking a more active role as Chief Restructuring Officer (CRO) or interim executive (CEO, COO or CFO), we move quickly to resolve a crisis and stabilize the company. After forming the turnaround team, we immediately determine the cause of the problem, implement procedures to regain control of cash and stabilize operations. We are in constant communication with creditors, employees and all stakeholders as the company begins to generate positive cash flow. Once the company has stabilized, we continue to monitor operations to ensure continued viability through operational and financial reviews and restructuring.

▲ Financial Advisory

In many cases we are called upon to provide a third-party opinion of an under performing organization.

When retained by the borrower or debtor we bring an analytical as well as experiential approach to our review. We provide realistic assessments of business objectives, corporate structure, management skill, product and market opportunities and financial alternatives. Our report focuses on the strengths and weaknesses of the company and also outlines opportunities for growth and potential threats to survival.

Creditors, both secured and unsecured, have retained us to offer objective insight into a borrower or debtors reorganization plan and its chances for success.

▲ Wind-downs and Liquidations

Working in a consulting capacity or as a court-appointed receiver, we provide hands-on management of the wind-down and liquidation process for all interested parties. This includes secured creditors, unsecured creditor committees, bank groups and debtors. We analyze any and all alternatives available to maximize recovery from going concern sales to immediate shut-downs. We develop and manage detailed liquidation yield projections and coordinate the activities of all professionals involved with the process, including auctioneers, collection agencies, appraisers and other related professionals.

▲ Refinancing and Equity Infusion

Regardless of the type of facility required — asset-based, debtor-in-possession, cash flow, mezzanine or direct equity infusion, by leveraging the relationships we have developed with commercial lenders and equity investors we can structure and negotiate a capital structure appropriate for your organization.

Getting to Know Us

Beane Associates, Inc. is a team of experienced, highly skilled senior-level managers who have completed hundreds of assignments representing clients throughout North America.

All of our consultants have started or managed businesses from the ground up. They have prepared business plans, sought investors, capitalized companies, obtained working capital and term loans, hired senior management, hired subcontractors and negotiated with city and state governments. Additionally, they have obtained special incentives, developed business strategies, prepared sales and marketing programs, created profits, managed losses, downsized companies, helped reengineer business processes — and through it all made payroll for companies with hundreds of employees and millions of dollars in revenue.

We are committed to ethical business practices and subscribe and adhere to the ethical standards set forth by the Turnaround Management Association (TMA) and the Institute of Management Consultants (IMC). Our firm is a Cornerstone Sponsor of the TMA. We are also a member of the American Bankruptcy Institute (ABI).

Along with a mandatory continuing education program, our associates have committed to obtaining specific certifications, including the prestigious designation of Certified Management Consultant (CMC) from the IMC, and Certified Fraud Examiner (CFE) from the Association of Certified Fraud Examiners (ACFE). Finally, the firm has been recognized and received an Award of Excellence in Business from the Delaware State Chamber of Commerce for its adherence to effective business standards and superior achievement.

Our consultants know from experience that “Plans don’t work, people do.” They emphasize the human capital aspect of every equation and create a team culture of involvement.

What Sets Us Apart from Other Management Consultants?

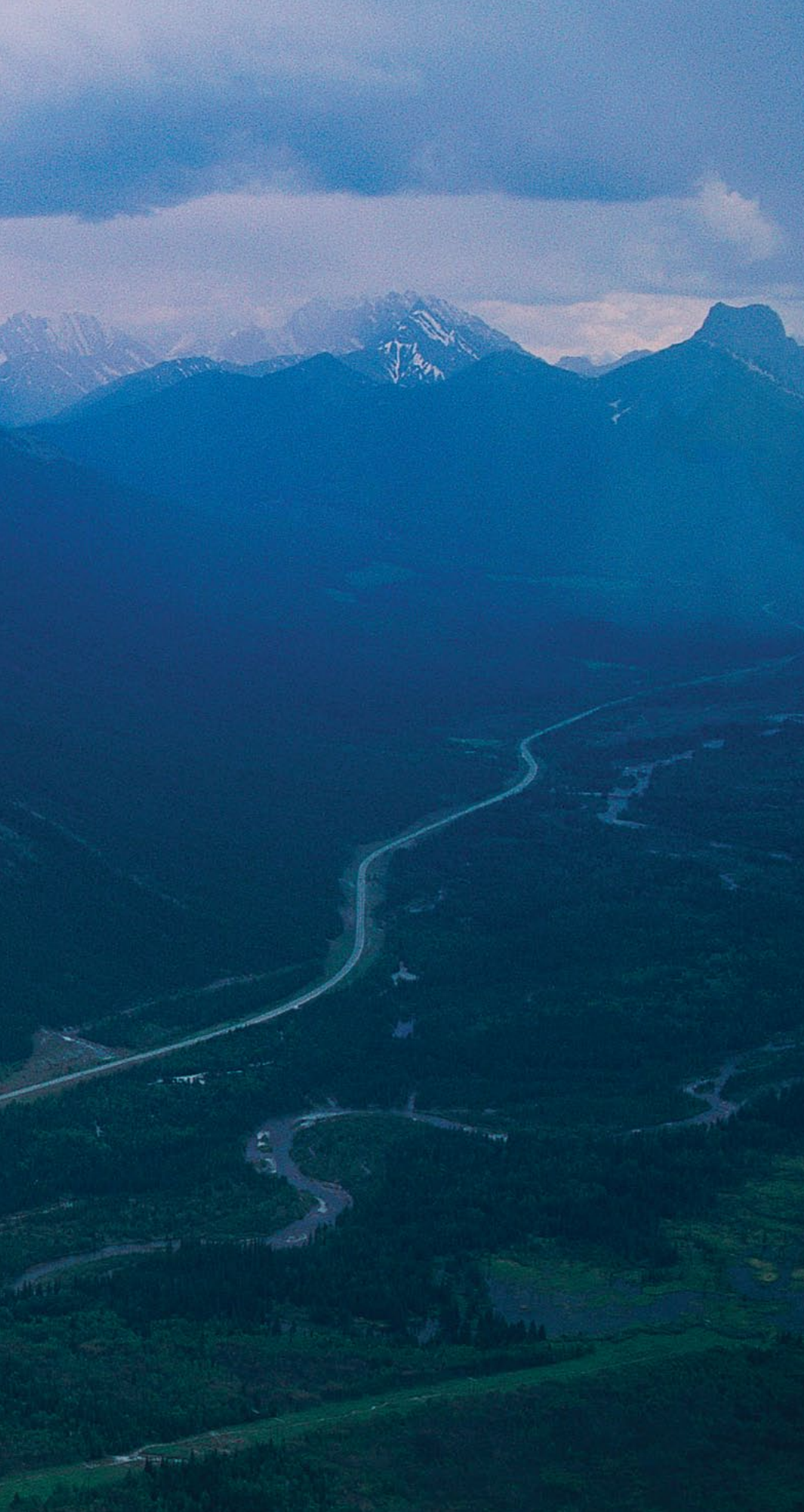
Our strength lies in our integrity and proven track record. Recognizing that it takes integrating strategies, systems, technologies and people for the best business results, we position our clients to achieve their desired outcome.

- Our practice concentrates solely on distressed organizations regardless of industry. *Working with troubled companies is the only thing we do.* This allows us to provide focused expertise that other multi-practice consulting firms cannot match.
- Our track record allows us to level the playing field. We are able to bring an *immediate level of credibility* to the relationship between borrower and lender.
- We *quickly assess the situation* and develop alternate courses of action. *Time is of the essence* and we believe prolonged analysis without clearly defined objectives is an exercise without merit and a disservice to our clients.

There Are Solutions

Business challenges and problems are constant, but comprehensive assessment, positive intervention and action can lead to timely and effective resolution. This is the path forward — for management, creditors, employees and stakeholders — and it is the mission of Beane Associates, Inc.





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