



Atlanta, Buffalo, New York, Richmond, Tampa, Toronto

THE TCMI DIFFERENCE

Turnaround Consulting & Management International, Inc. (TCMI) is a professional services firm which assists troubled and underperforming companies in the corporate and public sectors.

Through a broad spectrum of services we deliver a distinguished blend of leadership, problem solving and value creation.

Our headquarters are in Atlanta, GA with offices in Toronto, New York, New Jersey, Florida. Through our affiliates we are represented in Europe, South America, and the Middle East.

Drawing upon a potent combination of professional acumen and industry specific experience we work closely with organizations and their stakeholders to navigate complex business issues.

Utilizing an accredited interdisciplinary team we obtain the best mix of operational, financial, and information technology skills necessary adding both depth and breadth to the decision making process.

Ultimately our professional knowledge forged with practical wisdom permits us to effectively assist companies through financial, operational or statutory restructuring, quickly unlocking value for stakeholders.

WHO WE ARE

TCMI is one of the most prominent and professional consulting firms specializing in turnaround management in the United States and Canada.

TCMI was formed from the vision of several Certified Turnaround Professionals (CTP), who combined their expertise and practices into one firm capable of handling assignments from the simple and straightforward to those involving multi-faceted, complex and diverse financial and operational issues.

The TCMI team is composed of seasoned and accredited professionals, with 20 to 30 years of executive management experience. Our team works directly with company management or a vested party, tailoring strategies to the needs of our clients.

Our skills are unmatched in: negotiation, analysis and efficient strategic action as well as operations and are supported by longstanding relationships with, attorneys, lending institutions and other constituencies. We apply a combination of practical wisdom and agility while focusing on the desired end result of the engagement.



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WHAT WE DO

We provide a full range of services to underperforming companies, including those entering into bankruptcy proceedings. We are problem solvers who create innovative action plans. Working with our clients we are able to implement these plans quickly and cost effectively, unlocking the value of the organization.

Within our firm we have a very wide range of skills – supported by hard won practical experience. These skills include the ability to implement solutions and exercise operational control where required. Each assignment is personally directed by a CTP who remains project leader for the duration.

Our past assignments have included organizational, operational, financial and statutory restructurings in both Canada and the United States. We are one of the few firms experienced in the insolvency regimes of both Canada and the United States.

WHEN DO YOU NEED US?

Whether you represent shareholders, management, the board of directors, a financial institution or an investment fund you need us at the very first signs of distress. The timing of our entry will impact the outcome. The earlier our entry the more likely the outcome will have created the greatest possible value for the stakeholders.

From our decades of experience and hundreds of cases it is apparent that even small warning signs are indicative of a deeper problem.

An appropriate time to seek our services for a company you have become concerned about is at the point when performance trends are not meeting expectations and/or cash or credit availability is shrinking.

Another key decision point is if the company in question requires additional funding to bolster cash flows, when there is pending default or the need to seek forbearance from a lender.

HOW WE CAN HELP

We can develop strategic initiatives, organize and analyze solutions, deal with creditor issues, review organizational structure and develop time frames for decision making. We can also fully implement the recovery plan. On your behalf, we can advise lawyers, accountants, lenders, investors and interim managers.



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It is nearly impossible for custodial management to manage a turnaround without outside support. When everything is at stake you need a turnaround professional with expertise, integrity and knowledge. As determined by the Turnaround Management Association (TMA) our Certified Turnaround Professionals (CTP) have met these criteria.

We have a solid track record in all aspects of corporate renewal. This includes:

- Recovery plans and their implementation
- Viability analysis
- Crisis management
- Financial restructuring
- Corporate and organizational restructuring
- Facilities rationalization
- Liquidation management
- Loan workout
- Litigation support
- Contract renegotiation
- Bankruptcy support
- Sourcing loan refinancing
- Sourcing equity investment
- Profit improvement plans and their implementation
- Due diligence
- Interim management
- Turnaround mentoring

CREDENTIALS - PEOPLE

It is axiomatic that the foundations of any corporate renewal must rest upon the shoulders of those charged with its execution.

At TCMI we provide our clients with the senior resource depth necessary to achieve the desired end result of an engagement. Our talented team of management, financial and operational professionals are among the most experienced in the industry.

The credentials held by our partners and senior associates include: CPA, Doctorate, MBA, PE and CTP. All partners and associates of TCMI are required to maintain their professional standing and professional development. This includes: completion of courses as required by the Turnaround Management Association (TMA), teaching assignments, contribution to professional journals and ongoing support of the Turnaround Management Association (TMA).



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These credentials are supported with the solid foundation of practical experience. All of our partners and associates have implemented turnarounds in distressed organizations. We bring the very best of our skills and experiences to bear on every assignment - without exception. Each and every engagement we accept is supervised by a Certified Turnaround Professional.

CERTIFIED TURNAROUND PROFESSIONALS (CTP)

The designation of Certified Turnaround Professional (CTP) represents the highest order of professionalism in the turnaround industry. The designation is administered by The Turnaround Management Association or TMA, which merged with the Association of Certified Turnaround Professionals (ACTP) in 2008.

The TMA is the only international organization which is dedicated to developing, maintaining and monitoring a program of professional certification for turnaround practitioners.

To become a CTP a candidate must meet stringent accreditation standards involving education, professional conduct and experience which have been developed by the TMA.

Forbes magazine published an article about the CTP in April of 2004 written by Lisa DiCarlo, to quote.

“It takes a grueling accreditation process administered by the Association of Turnaround Professionals (ACTP) a business association established in 1988 to become a CTP. And while the first were given the stamp of approval in 1994, there are still only about 300 worldwide today. It’s a pretty elite club.”

The selection process is indeed grueling. In addition to practical experience CTP candidates must pass a rigorous academic program, submit to background checks, adhere to a code of ethics and commit to continuing their professional development.

Complete details of the program can be found on the ACTP web site at www.actp.org.

At TCMI we ensure that our clients receive only the best professional care. All assignments are supervised by a CTP from beginning to end.



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THE TCM I DIFFERENCE

- At TCM I every job is equally important regardless of the size of the company. A client with \$ 10 Million in sales will receive the same level of professional care by the same Certified Turnaround Professionals as a client with \$ 100+ Million in sales.
- We always have certified professionals on the job. That gives the client the assurance that the consultants helping him/her have gone through an exceedingly difficult certification process and are competent to handle the situation.
- Project continuity is assured by having on even the smallest assignment a backup individual. That does not mean that there will be two consultants on site where that is not necessary, driving up client cost, but it does mean that in the event the lead consultant becomes incapacitated, there is someone else ready to step in without disruption to the project.
- Shared expertise, which means that the members of the group discuss their cases with each other and provide additional insight, which leads to more effective results for the client. We continuously draw on each other to test solutions and bring additional expertise into the case, all without additional cost to the client.
- We target our solution to the client. That means there are no canned approaches! We work side by side with the client to establish a permanent solution, which includes solving the immediate crisis and then putting competent management teams in place, either through mentoring and coaching existing personnel or through finding key competency externally if it cannot be developed in house. This includes succession planning for owners and senior executives ready to step aside.
- We provide 360 degree solutions. We do not look at just one issue, such as finance, we look at the entire company. While financial solutions are often the first order of the day, long term survival requires that companies are viable, meaning they have a strategy backed up by an appropriate structure and streamlined operations. We do not provide quick financial fixes but long term solutions, which have to include operations. All members of our group have in depth operations expertise.
- We assure a sound financial structure. While we are competent to steer our clients through bankruptcy procedures, we try to work with owners and creditors to avoid that costly step and find solutions that assures creditors are satisfied and ownership keeps control of the company.
- Where appropriate we can guide our clients through merger or acquisition processes and, through our extensive network, often establish contact with potential buyers. We are not brokers interested in a quick sale of a company. We have the interests of ownership in mind and advise merger or acquisition only if it matches the objectives of our client AND the situation makes this an attractive option.
- We are interested in the long term health of our clients, which means we not only assume the role of interim CRO or CEO but continue our involvement through service on advisory committees or company boards if desired. This assures long term success through continuous supervision and advice.



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- Our fees are competitive. We work within the financial capacity of our clients. Under certain circumstances we are willing to defer a sizeable portion of our fees in order to minimize a drain on the cash position of the client. This means that effectively we share in the risk of our client.
- TCMI maintains close relationships with the banking industry. Lenders trust our competency and judgment, which often allows us to negotiate extension of critical deadlines or additional concessions, which in turns allows us to put solutions in place that allow the survival of the company.

CONTACT

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