



The Wyse Group

## CASE STUDY: MANUFACTURING - PROJECT DUCK CRO

### Company Profile

**Industry:** Medical Device Manufacturer

**HQ:** Oregon, USA

**Profile:** Focus on providing life-saving medical device systems to hospitals globally

### Key Issues



Excessive litigation tarnished the company's reputation led to excess liabilities



Recent product recalls led to a tarnished reputation



Workforce was not experienced in producing financial & cash flow reports

### Implemented Workstreams

- Managed cash flows by implementing strategic measures to optimize liquidity, prioritize essential expenses
- Prepared the company for a Chapter 11-Subchapter 5 process
- Successfully sized the DIP required to get the company through a Chapter 11 process

### The Wyse Group Impact

- Served as CRO during the Chapter 11 process that led to a successful outcome
- Provided in-court testimony, pre/post-petition operations
- Successfully emerged from Chapter 11 after settling with the insurance company and various creditors

## ABOUT THE WYSE GROUP

Founded in 2015 with a relentless focus on successful outcomes, The Wyse Group provides solutions and strategic guidance to middle market companies across their life cycle to achieve value appreciation through strategic, financial, and operational excellence.

**Our Offices:**

Short Hills, NJ | Buffalo, NY | Washington, D.C. | Austin, TX | Tampa, FL | Los Angeles, CA | Cleveland, OH

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# CASE STUDY: MANUFACTURING - PERFORMANCE IMPROVEMENT

## Company Profile

**Industry:** Manufacturing

**HQ:** New Jersey, USA

**Profile:** A leading global manufacturer and distributor of consumer electronic products within the e-mobility space

## Key Issues



Maximized revolving line of credit facility (99.3% drawn) used to fund organic tech enabled expansion opportunities



Poor financial reporting & controls with balance sheet challenges



Inconsistent management of working capital with no formal systems & processes in place

## Implemented Workstreams

- Strong collaboration with lenders
- Balance sheet restructuring alongside a three statement projections model; focused liquidity management on consistent & accurate reporting
- Strategic plan to execute on increasing margins and improving financial situation

## The Wyse Group Impact

- Inserted as CFO to stabilize the organization and improve communication & performance
- Improved financial reporting and added financial controls and processes
- Significantly enhanced budgeting processes for working capital to improve revolver availability and interest burden

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