



AN INTERNATIONAL BUSINESS ADVISORY FIRM

What We Do





Achieving Optimal Performance

BBK can impact the bottom line. Whether you are implementing structural change or need to protect assets during a business deal or legal challenge, BBK is a trusted partner to manage the process and recommend custom solutions that drive profitability. We provide an integrated strategic approach – our responsive financial and operational teams work hand-in-hand using proven techniques to deliver immediate and impactful results. We work directly with a company's leadership, and can represent third party interests such as a lender or investor who needs to protect their equity.

Delivering Results

BBK helped a company increase production output through strategic performance improvement. We designed and implemented a plan to streamline floor management, improve facility layout, reorganize job assignments and combat inherent communications challenges. In just 23 days, BBK delivered a near 50 percent increase in productivity.

FINANCIAL IMPACT OF OPERATIONS

A well-managed operation is the cornerstone of any profitable company. But most, even successful organizations, can manage operations more effectively. Whatever the industry, from a manufacturer to a services provider, operational inefficiencies put a drag on financial performance. If left uncorrected, underperforming operations – from improperly utilized labor to excess inventory to insufficient skill sets – can lead to financial disaster very quickly.

Timing is critical for improvement, and in just a short period, BBK will briskly identify operational weaknesses and begin implementing changes, regardless of where a company finds itself in the business lifecycle. There are several ways to generate solutions, and BBK customizes its approach to each unique situation to improve the business' performance.

Assessment

Organizations should assess operational structure and performance on a regular basis to catch vulnerabilities and repair them before problems arise. BBK provides assessment services that can ensure a supply base is strong and provide assurance to stakeholders that their investment is secure. We evaluate and offer strategic recommendations for improving productivity and can implement those strategies.

Planning

When a company sets out to launch a new product, offer a new service or expand a facility, BBK can perform all pre-planning and lay the foundation for a smooth program. BBK will review internal capabilities, constraints and supply chain risk, and work with existing teams to implement an action plan that mitigates potential issues and maximizes quality and timely delivery.

Intervention

When a crisis hits, BBK can deploy advisors within hours to quickly respond to the problem and assist with intervention services. In short order, we quickly determine the source of a company's issue by evaluating all aspects of the operation, which can include management systems, assembly lines, facility set-up and supply chain and inventory control. We recommend specific solutions and contingency plans, and can even embed an interim management team for an extended period to implement and facilitate the plan.

Improvement

Continuous improvement should be woven into the fabric of every company's culture as there is always room to get better, even in seemingly flawless operations. BBK will help organizations with an improvement strategy. Whether a company is failing to achieve revenue targets, losing new business due to capacity constraints or simply wanting to grow, we can help increase output, improve quality, increase delivery speed and realize more profits.



Financial Strategy Drives the Business

Every company needs a financial strategy to guide its business. The most powerful strategies can drive growth objectives, correct balance sheet concerns and even resolve operational weaknesses. Financial planning can occur at any phase of the business cycle to improve profitability, but companies should strive to strengthen its finances before any sign of weakness arises.

Delivering Results

BBK served as financial advisor to a company facing potential negative cash flow of \$9.5 million as a result of its primary customer filing Chapter 11 bankruptcy and ceasing payables. BBK identified several financial projection scenarios and helped leverage relationships with key third parties to request full payment in bankruptcy court. BBK helped the company recover 85 percent of its owed receivables and generate enough cash flow to pay its liabilities.

RESTRUCTURING

Restructuring is a powerful tool that can help companies at any stage of the business cycle. Whether needing investment capital or facing financial difficulties, companies can use restructuring processes to reduce infrastructure, recapitalize balance sheets and improve working capital. Unlike other firms, BBK's capability in operations management gives our financial experts ability to engage across multiple departments within an organization for a smooth, fast and efficient result. We have worked in many different business scenarios from a start-up to a turnaround to a healthy company pursuing aggressive growth. If necessary, we can help maximize value in workouts or wind-downs.

TRANSACTIONS

Transactions are common functions in business. BBK supports mergers and acquisitions, sales and divestitures, strategic alliances, joint ventures and leveraged buyouts to maximize value. Since stakeholders need to perform advance due diligence to prevent potentially disastrous deals. We will conduct a complete risk profile for a potential acquisition/partnership that evaluates a firm's financial and operational structure, business strategy and corporate culture. BBK will also recommend solutions for improvement following the deal. And we have long-standing relationships with key lenders to help finance transactions and secure new capital for investment and restructuring.

LITIGATION SUPPORT

Every business eventually faces a legal challenge, whether it's a contract or transaction dispute, fraud or a bankruptcy filing. BBK's litigation support expertise is unique in that we have strong relationships with leading law firms to help us lead our clients to a successful resolution. We can investigate accounting practices and transactions, serve as expert witnesses in court, manage claims in bankruptcy and provide valuation of assets, contracts and ownership shares.

ASSET PROTECTION

From managing unanticipated problems with suppliers and customers to proactive assessment of their viability, BBK can help manage a company's assets with a team of experienced credit and collections specialists. We evaluate risk of receivables and devise a strategy for mitigating potential loss, and we can intervene in the accounts receivable process if needed. We also provide reorganization claims management services to handle creditor and debtor claims as well as resolution, reconciliation and disposition of claims and assets.

BBK has successfully represented companies, lenders, creditors, bondholders and investors (domestic and foreign) in need of corporate finance support. We've guided clients through corporate restructuring, mergers and acquisitions, sales and divestitures, leveraged buyouts, bankruptcies and uncertain financial outcomes. By implementing financial strategies to protect assets, turnaround underperforming businesses and facilitate corporate transactions, we help clients achieve the best financial goals for any given situation.



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BBK – YOUR TRUSTED PARTNER IN BUSINESS

BBK is an international business advisory firm that drives businesses to greater profitability. For more than 30 years, we have helped companies maximize performance and protect assets. We offer integrated financial and operational expertise through experienced corporate practitioners, many of whom are former C-level executives. For every client and during each engagement, our focus is to improve performance, protect assets and maximize returns.

BBK is your trusted partner in business. We tailor our solutions to custom-fit your business needs using proven methods and unparalleled proprietary tools to deliver impactful and measurable results. Our real-world know-how, global reach and track record of success across multiple industries give our clients unique experience that won't be found at any other advisory firm. Call us at call 1-800-BBK-0030 or visit www.e-bbk.com to learn more.