



# QUANTALYST

CONSULTING, LLC

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*Creating Value through  
Quantitative Modeling*

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## **The Assessment**

A publishing house with multiple subscription generating sources can no longer fund continuing losses in its operations.

## **The Scope**

Identify positive cash generating sources, aggressively manage working capital and implement a sustainable operating structure.

## **Actions/Implementations**

- Implemented proactive effort to collect outstanding receivables.
- Conducted comprehensive cost/benefit analysis of marketing efforts by product line.
- Rationalized product offering.
- Identified branch operations for closure.
- Developed pro-forma operating plan and budgets.

## **The Results**

- Collected \$300,000+ of open receivables.
- Consolidated non-performing branch operations.
- Management implemented restructuring plan.
- Management led buyout ultimately maintained entity as going concern.