



QUANTALYST

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*Creating Value through
Quantitative Modeling*

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The Assessment

A full-service toxicology contract research organization that serves the pharmaceutical, consumer product, chemical, and medical device manufacturing marketplace required quantitative and analytical support for a management-led buyout.

The Scope

Working with the existing turnaround consultants, provide analytical support to the management-led buyout.

Actions/Implementations

- Developed product-by-product cash flow model to forecast near-term cash needs for the existing in-house work (actually, a liquidation scenario).
- Developed two and five year cash forecast, p & l and balance sheet using management sales forecast (going concern forecast).
- Worked with the bank to provide appropriate reporting, as requested.

The Results

- The management-led buyout succeeded.
- The company survived, and today is undergoing a significant expansion.