

OPERATIONAL SERVICES



**WHAT'S
YOUR
NEXT
[STEP]?**

In today's environment companies face unique challenges. You have invested significant time, money and effort in building your business. We bring a team of 'been there, done that' process driven, senior executives who can help you determine not only your next step but your entire pathway to success.

For more than 30 years Kirchner Group has assisted hundreds of companies with their operations, ranging from complete diagnostics, to focused improvements, to interim management and everything in between. We can help with strategy and execution, process improvement, people and talent, integration, transformation and restoration.

CONTACT US

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We apply rigorous domain and process expertise as well as proven business protocols built on the basis of real world experience. This means our analysis and execution plans are grounded in real outcomes that extend far beyond the scope of consultants and academics. These proven principles are applicable across several industries in both old and new economy industries.

SERVICES



**UNLOCK
POTENTIAL
VALUE**

- ⇒ **Experienced Operators**
- ⇒ **Domain and Process Expertise**
- ⇒ **Decades of Experience in Key Industries**
- ⇒ **Value Creation, Recovery and Enhancement**

"Integrity is part of our DNA"

SITUATIONS WE HELP IN

- Investors requiring **interim management for portfolio companies**
- Companies operating materially **off-plan**
- Investors needing a third party **assessment of operations**
- Companies experiencing abrupt **departure of key management**
- Companies failing to create appropriate **value for all stakeholders**
- Companies at a **strategic fork** in the road

"Kirchner brought both its expertise and experience to bear on the company and today we are seeing the positive results of their work. With the assistance of Kirchner, the company has seen a substantial improvement in both gross margin and EBITDA, in part because of improved production practises and a reduction in overall costs. This coupled with a significant reduction in excess inventory has allowed the company to pay down a large portion of its senior debt."

- Sheryl Hilash VP Concentra Financial

"Kirchner was able to step into a complicated situation involving operational problems, management issues and differing agendas amongst investors and develop a comprehensive, practical turnaround plan... the company was stabilized and ultimately was able to successfully go public representing a significant increase in value. We would use Kirchner Group again without hesitation."

- Vincenzo La Ruffa, Susquehanna International Group