



Your Financial Clarity Partner.

Case Study

Stabilizing a \$40M Manufacturing Crisis

Turning a leadership vacuum into financial clarity & strategic direction



Key Takeaways

\$5M 

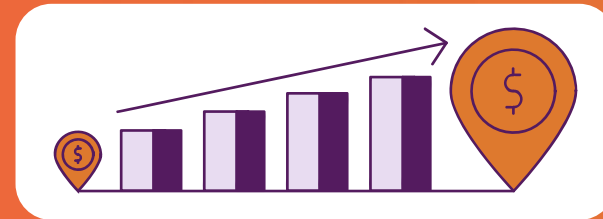
Lending facility for
operating capital secured

\$1M+ 

Identified revenue misstatements &
restoring full financial clarity



From black box to real-time
unit economics visibility.



First-ever **EBITDA** expansion
roadmap delivered.

Executive Summary

Situation

finity was retained by a private equity firm to super charge the finance function of a \$40M industrial manufacturing firm facing a leadership vacuum and cash crisis.

Operating without a CEO or CFO, the company was a 'black box' with no visibility into its cash runway or unit economics.

Action

finity stabilized the business by **building a cash forecast**, leading the raise for a **\$5M loan, and architecting a dynamic 3-statement financial model** built on forensic-level diagnostics.

finity's work **went beyond** the balance sheet:

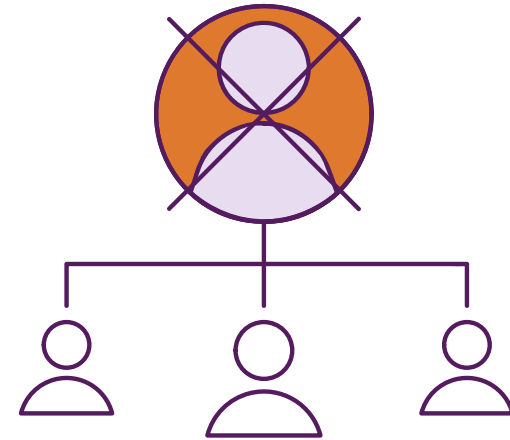
- **Utilized GPS telematics to uncover \$1M+ in revenue misstatements**
- **Consolidated 50+ data sources into a master compliance matrix to secure manufacturing quality controls**
- **Provided owners with the first clear roadmap to EBITDA expansion**
- **Supported & graduated the client to specialized turnaround lead once the financial and strategic foundation was professionalized**

SITUATION



Engagement

Retained by a private equity firm to provide financial stability and conduct a high-stakes diagnostic of a \$40M revenue industrial manufacturing firm.



Leadership Gap

The firm was operating without a CEO or CFO, resulting in opaque financial visibility into cash positions, runway, or unit economics.

The Leadership Gap

The firm was operating without a CEO or CFO, resulting in a total lack of visibility into cash positions, runway, or unit economics.

Rapidly stabilize the financial reporting function, **identify immediate liquidity risks**, and **provide the sponsors** with a data-driven roadmap for EBITDA expansion and **a potential strategic exit.**

Action

Diagnostic Rigor & Crisis Stabilization

Forensic & Compliance Investigation

Revenue forensic audit +
Consolidated 50+ disparate data sources

Cost & Operational Diagnostic

Identified ~\$1M+ in revenue discrepancies

Financial Architecture

Built a dynamic 3-Statement forecast and "Cash P&L" model

Liquidity Management

Built a bottoms up cash forecast financial model

Governance

Instituted weekly cash reporting

Diagnostic Rigor & Crisis Stabilization



Liquidity Management

Built a cash forecast financial model for all subsidiaries, utilizing 10+ scenario levers to identify overspend and manage burn.



Governance

Instituted weekly cash reporting and governance calls with management and sponsors; presented diagnostic findings and runway updates to the Board on a quarterly basis.



Cost & Operational Diagnostic

Architected a definitive cost-out strategy, quantifying necessary Reduction in Force (RIF). Ran cost/benefit analysis for maintaining or closing key strategic manufacturing plants.

Identified ~\$1M+ in revenue discrepancies.

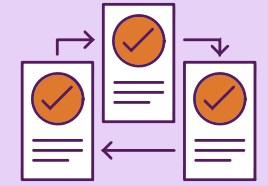


Forensic & Compliance Investigation

Revenue Assurance:

Conducted a forensic audit of shipping logs, triangulating Acumatica ERP data with GPS/Telematics logs to uncover systemic revenue recognition non-compliance.

Quality Audit: Consolidated 50+ disparate data sources into a "Master Compliance Matrix" to identify documentation gaps in manufacturing quality.



Financial Architecture

Built a dynamic 3-Statement forecast and cash forecast model based on ERP data outputs to provide the sponsors with true unit-economic visibility for the first time.

Stabilized Visibility & Strategic Handover

\$5M ✓

MANAGED LIQUITY

Successfully extending the company's cash runway by several quarters

\$1M+ 🔍

FORENSIC DISCOVERIES

Identified fraudulent activities leading to misstated revenues

OPTIMIZATION ROADMAP

SKU-level unit economics and product mix optimization resulting in a 20% price increase

PROFESIONALIZED GRADUATION

Partnered & transition to turnaround specialist





Reach out to let us help you find
financial clarity for your business
www.finitynow.com