

## Leading “Mission Impossible” Investment Returns



### Technology Company

**Situation:** Global private equity firm transitioned through multiple CEOs in six years at middle-market technology company. The company had an installed customer base with one-third of the Fortune 1000, providing critical software and outsourcing services to its large customers.

**Actions:** VERTO professionals rapidly developed a turnaround plan for the board and then were recruited to lead existing management through a turnaround, which began as the company hit payroll risk. VERTO deftly thwarted a liquidity crisis complicated by an expired bank line and three emergency extensions. VERTO right-sized the working capital mix and Dun & Bradstreet elevated the company’s credit rating to the agency’s lowest risk score. VERTO embarked on strategic and tactical initiatives throughout the company and its various functional areas.

**Results:** VERTO leadership actions yielded a year-over-year EBITDA performance increase of 650%, achieving the company’s all-time-high profit margins in its 18-year history from an inherited severe loss trajectory.