



## REPRESENTATIVE MATTERS: TELECOM & TECHNOLOGY INDUSTRY

### RESTRUCTURING & TURNAROUND MANAGEMENT



- Financial Advisor to the Official Committee of Unsecured Creditors in The Billing Resource d/b/a Integretel bankruptcy. Appointed as Liquidating Trustee at Plan confirmation.
  - Financial Advisor to the Liquidating Trustee in the Universal Broadband Networks (“UNB”) bankruptcy matter, overseeing the disposition of assets, pursuing claims and resolving litigation.
  - Financial Advisor to a paging company serving over 50,000 subscribers in the Southeast. Responsible for management of all daily operations. Downsized organization, streamlined network architecture, and restructured vendor liabilities.
  - Financial Advisor to a cellular and satellite operator that provided telecom service in the Gulf of Mexico.
  - Refinanced the core business while maintaining ability to develop fiber assets.
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- Financial Advisor to an equity fund in regard to a poorly performing tower operator in the Midwest. Advised on alternative restructuring scenarios, including distressed M&A alternatives and bank debt negotiations, as well as revised governance procedures.
  - Chief Financial and Operating Officer of a \$90 million[net commission] annual sales outsourcing company.
  - Financial Advisor to a company that acquired numerous wireless phone licenses and worked with the company to sell the licenses to a national wireless provider.
  - Chief Restructuring Officer of a 65,000 subscriber rural cellular provider faced with an increasingly overbuilt network. Oversaw technology and billing conversion processes, negotiated agreement between lenders and shareholders, managed sale process, and negotiated sale to Alltel.
  - Chief Restructuring Officer of a 35,000-subscriber rural wireless provider faced with an over-levered balance sheet and substantial capital spending requirements. Restructured marketing and sales efforts, negotiated roaming agreements, performed detailed analysis of technical requirements, and negotiated sale to Dobson Communications.
  - Retained by private equity firms as Chief Restructuring Officer of a 50-store wireless retail operations with locations throughout the country.
  - Performed a wind-down and liquidation of assets, monitored and settled litigations, and ultimately distributed funds to partners of a regional telecommunications company.