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## Summary

Pivotal Strategies is a solutions and results-oriented services firm providing advisory and interim management services to smaller and middle market businesses. Our professionals possess a unique blend of skill sets and experience that have particular relevance to companies in various states of corporate transition. **Our mission is to guide our clients from where they are to where they need to be – strategically, operationally and financially.**

Our services bring value to companies requiring or experiencing major strategic and tactical shifts in the conduct of their business. This includes emerging growth businesses as well as distressed, or underperforming, companies. We also assist companies in redirecting marketing, product, sales, sourcing and operating strategies in response to changes in industry and economic trends. Our capital financing and merger and acquisition services support our clients in executing their transitional initiatives and our business process services assure

they have the procedural and systems infrastructures to support their successful transformation.

Collectively, Pivotal Strategies' professionals have over 150 years of experience as corporate executives, interim executives and advisors. All have been CEOs, CFOs and COOs. Over 300 companies have benefited from their services in a variety of industries within the manufacturing, services, technology and other sectors. Their backgrounds encompass sales, marketing, finance, operations and investment banking. Further, they have all managed through various states of corporate transition and in environments ranging from severe distress to rapid growth and expansion. Whatever the issues and challenges faced by our clients, we have most likely seen them before.

In all of our engagements, we take a hands-on approach in teaming with our clients' owners and management to confront and resolve issues and challenges they face in transforming their businesses.

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## Core Proficiencies

Collectively, Pivotal Strategies' professionals have over 150 years of experience, much of which has been gained in dynamic and challenging situations. Through our experiences and training, we have accumulated a unique combination of diverse, yet complementary, skill sets that have become Pivotal Strategies' core proficiencies. These include:

- interim management - CEO, COO, CFO, CMO
- crisis and turnaround management
- strategic and operational assessments and initiatives
- financial forecasting
- cash management
- debt restructuring and refinancing
- distressed M&A
- business wind down and liquidation
- bankruptcy
- global marketing and sourcing strategies
- lean manufacturing/six sigma
- generational succession issues
- investment banking
- business valuations
- capital financing - equity and debt through private and public sources
- venture funding
- mergers and acquisitions - buy and sell side
- due diligence reviews
- post-acquisition integration
- business processes - analysis, assessment, reengineering
- information systems - evaluation, remediation, selection, implementation

We configure our core proficiencies into customized service models designed to deliver maximum value based on the unique characteristics, challenges and issues of each client.

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## Businesses in Transition

Pivotal Strategies' professionals have guided numerous companies through the challenges associated with various states of corporate transition. Throughout our careers, we have acquired skill sets and experiences that are particularly relevant to:

- Distressed companies requiring guidance in crisis management and strategic, operational and financial recovery
- Businesses that are in, or emerging from, the development stage and require support in strategic planning, raising capital and developing infrastructure
- Companies reevaluating their supply chain strategies or considering international sourcing
- Companies reevaluating their competitive strategies, including entry into new markets, product lines or distribution channels, or evaluating potential international expansion or contraction
- Businesses facing voids in leadership or skill sets due to generational succession issues, market dislocations, illness or unexpected retirement
- Companies seeking growth, diversification or strategic advantage through acquisitions; or, are in need of support to integrate recently acquired businesses
- Companies considering divestiture of all or part of their businesses due to change in strategic focus, succession issues, liquidity needs, restructuring, etc.
- Businesses evaluating the adequacy of, and/or reengineering, their business processes to support growth and other transitional initiatives

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## Industry Experience

Pivotal Strategies' professionals have experience developing and implementing solutions for companies in the following industries:

### Manufacturing:

Aircraft and parts  
Capital equipment  
Food and beverage  
Industrial compounds  
Military systems  
Precision instrumentation  
Steel

Automotive  
Consumer products  
Furniture  
Institutional structures  
Nonferrous metals  
Recreational/sporting goods  
Wire and cable

Chemicals  
Electronics  
Industrial components  
Medical devices  
Pharmaceuticals (APIs)  
Specialty materials

### Services:

Contract engineering  
Environmental remediation  
Healthcare  
Insurance – property/casualty

Contract manufacturing  
Financial services  
Industrial cleaning  
IT services

Contract R&D  
Outsourced business services  
Insurance - life  
Vital records/information

### Technology:

Software  
Life sciences

Hardware  
Communications service

Communication devices

### Other:

Construction  
Oil and gas distribution  
Retail

Product distribution  
Energy

Product imports  
Franchising

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## Contact Us

### General Contact Information

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