



Centrus
Group, Inc.

Resilience Capital: Centrus Finds “Critical Path” to Viability and Growth

By the time a company makes its way to the portfolio of private equity firm Resilience Capital, it's often a company in crisis, says Steve Rosen, a Managing Partner. Rosen and his team specialize in investing in companies with solid business fundamentals but which are underperforming or in need of turnaround help.

To make those turnarounds possible, the partner Rosen turns to is The Centrus Group to assist its own internal team of professionals .

“What I've been most impressed with about Bob Cohen and The Centrus Group is their ability to focus on what's critical,” said Steve Rosen. “Their ability to bring all parties together in a concise and timely fashion enables them to be successful in what is usually a crisis situation.”

WE CAN SOLVE THIS

One of the most significant contributions The Centrus Group has made to Resilience Capital's companies has been to help restructure their debt through out-of-court mediation. Negotiating with secured lenders and trade creditors based on projected improved cash flow has enabled Resilience Capital's companies to avoid the added burden and cost of going to court.

“Having Centrus handle the negotiations can add credibility to the process,” says Stephen Fuerst of The Centrus Group. “As a fairly neutral third-party, I help both sides get resolution without going to court. About 95 percent of the time, vendors accept our offer and maintain a business relationship.”

As both an attorney and professional clinical counselor, Fuerst has brought a unique blend of expertise when negotiating on behalf of Resilience Capital's companies. This approach represents a “win-win” for both the company and its vendors, agree Rosen and Fuerst.

What Rosen says he's most impressed with is The Centrus Group's ability to quickly assess a situation and chart a path to viability and success.

“You don't have to spend a considerable amount of time educating Bob Cohen and his team about your primary objectives and the urgency required,” said Rosen. “Bob finds the critical path on his own from the very first meeting.”

