



ALVAREZ & MARSAL

**LEADERSHIP.
PROBLEM SOLVING.
VALUE CREATION.**

NORTH AMERICA EUROPE MIDDLE EAST LATIN AMERICA ASIA

ALVAREZ & MARSAL

About A&M

Founded in 1983 by co-CEOs
Tony Alvarez II and Bryan Marsal
1,700 professionals
36 cities; 16 nations; 4 continents
300+ Managing Directors

Locations

North America

New York (Global HQ)

Atlanta	Miami
Birmingham	Nashville
Boston	Philadelphia
Charlotte	Phoenix
Chicago	San Antonio
Dallas	San Francisco
Denver	Seattle
Detroit	Toronto
Houston	Vancouver
Kansas City	Washington, D.C.
Los Angeles	

Europe and the Middle East

London (Global HQ)

Amsterdam	Moscow
Dubai	Munich
Madrid	Paris
Milan	Warsaw

Latin America

São Paulo (Global HQ)
Bogotá
Mexico City

Asia

Hong Kong (Global HQ)
Mumbai

Public Sector Services

Since 1983, Alvarez & Marsal has set the standard for working with organizations to solve complex problems, improve performance and maximize value for stakeholders. A leading independent global professional services firm, A&M draws on its deep operational and turnaround heritage to help companies and public sector entities improve operating and financial performance, and to navigate business, litigation and tax matters with speed, responsiveness and unmatched quality.

In 2003, A&M launched a group devoted to serving the unique needs of the public sector. A&M Public Sector Services provides strategic financial management, crisis management and performance improvement services to Federal, State and Municipal organizations. Government leaders facing major challenges rely on A&M for the experience and leadership needed to successfully drive complex changes, meet compliance requirements, stabilize crisis situations and restore constituency confidence. Our results-oriented legacy in turnaround management distinguishes us in the marketplace: A&M drives performance and delivers results.

At Alvarez & Marsal, public sector clients are assured of excellence in execution:

GLOBAL CAPABILITIES

- Turnaround and Restructuring
- Performance Improvement
- Transaction Advisory
- Disputes & Forensics

WHO WE SERVE

- Federal Government
- State and Local Governments
- K-12 School Districts
- Higher Education
- Non-Profit Organizations
- Associations

REPRESENTATIVE EXPERTISE

- Public Sector
- Education
- Healthcare
- Environment
- Energy and Infrastructure
- Financial Services
- Insurance
- Real Estate
- Technology

1983

A&M founded in New York as a restructuring boutique

1999

Decision made to grow from boutique restructuring firm into a national restructuring firm

2001

Turnaround and Restructuring practice launched in Europe

2002

A&M expands its restructuring reach in North America and expands into performance improvement

2003

A&M engaged as Chief Restructuring Officer of St. Louis Public Schools

COMMON CHALLENGES FACED BY PUBLIC SECTOR ENTITIES

Deliver lower-cost services while retaining your most valued workers

Organizations often respond to budget shortfalls through a combination of across-the-board cuts, program eliminations, or reductions in force. However, challenging times present opportunities to thoroughly analyze operations and identify ways to function more effectively – even while reducing costs. A&M collaborated with the New York City Department of Education to improve services without additional funding - by exercising discipline to generate cost savings to fund the Children First reform. Principals gained greater control over their budgets, allowing them to hire more teachers and return funding to the classroom directed towards student achievement.

Improve core business processes to better serve key constituencies

In recent years, U.S. federal agencies designated a growing number of grantees as “high risk”, due to unsatisfactory performance caused by late or incomplete financial reporting, non-compliance and / or management failure. As an embedded agent for the Guam Department of Education (GDOE), A&M partners with GDOE and the U.S. Department of Education to improve all federal grants management processes, while assuming daily responsibility for execution during the more critical term of ARRA funding availability.

Maximize assets and capital investments to achieve greater financial flexibility

Federal, state and local government agencies face a unique set of challenges to maximize the value of real estate holdings. Operating and capital budget limitations often contribute to overuse and under-investment in vital real property assets, inhibiting an agency’s ability to adequately maintain, renovate and expand needed facilities. A&M advises owners, investors, lenders and users of real estate throughout its lifecycle, enabling clients to combat current economic related challenges and positioning them for future success. As the exclusive advisor to the U.S. Department of the Navy in the development and execution of enhanced use lease transactions at active Navy bases around the country, A&M helps the Navy to extract and redeploy value from underutilized real property assets.

DRIVING SUSTAINED CHANGE IN PUBLIC SECTOR ORGANIZATIONS

A&M’s Resource Mapping Methodology is the key to driving sustained transformation. Resource mapping provides a detailed, fact-based analysis of an organization’s budgets, issues and outcomes. Utilizing our bottom-up approach, A&M works with clients to identify root causes and develop feasible solutions.

To achieve our client’s mission, we:

- Interview key stakeholders to identify and understand critical challenges
- Execute A&M’s Resource Mapping Methodology
- Collaborate with key stakeholders to develop a strategic plan to address challenges
- Partner with experts to create a comprehensive solution
- Build consensus across stakeholders
- Partner with management to drive change and accept responsibility for implementation
- Implement tailored change management strategies to sustain change

Public Sector entities face challenging times in a volatile economy.

Alvarez & Marsal professionals bring a battle-tested approach to assessing and implementing opportunities for operational performance improvement.

Representative Clients A&M Public Sector Services

- Army Corps of Engineers
- City Council of Harrisburg, PA
(Retained by Cravath et al)
- Department of Air Force
- Department of Education
- Department of Energy
- Department of Navy
- Detroit Public Schools
- Environmental Protection Agency
- Guam Department of Education
- Los Angeles Unified School District
- Orleans Parish School Board
- St. Louis Public Schools
- State of North Carolina, Department
of Health and Human Services

2005 - 2007

Orleans Parish School Board engages A&M to turn around the operations and finances of the City of New Orleans’ struggling pre-K – 12 public school system

2008

Lehman Brothers files for bankruptcy; A&M is chosen to lead global wind-down. A&M forms Financial Services Group

2010

A&M Public Sector Services expands its focus into the Federal market with two GSA Schedules and works with several Civilian and Defense agencies

2011

A&M Public Sector Services advises City Council of Harrisburg on its bankruptcy decision process; supports other large State agencies to determine opportunities for consolidation and / or restructuring; Global Asset Management practice is launched



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