



ALVAREZ & MARSAL

Public Sector Fiscal and Operational Solutions

*Producing Results.
Implementing Change.*



ABOUT ALVAREZ & MARSAL

Companies, investors and government entities around the world turn to Alvarez & Marsal (A&M) when conventional approaches are not enough to activate change and achieve results.

Privately-held since 1983, A&M is a leading global professional services firm that delivers performance improvement, turnaround management and business advisory services to organizations seeking to transform operations, catapult growth and accelerate results through decisive action. Our senior professionals are experienced operators, world-class consultants and industry veterans who draw upon the firm's restructuring heritage to help leaders turn change into a strategic business asset, manage risk and unlock value at every stage.

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Government and public organizations face increasing pressure to streamline operations and reduce costs, while simultaneously enhancing services and delivery. Many public entities have already absorbed multiple budget cuts and must do more with less.

Alvarez & Marsal's (A&M) leading, multi-disciplinary, industry experts provide performance improvement, turnaround management and revenue enhancement services for entities at the municipal, state and federal level. Whether creating a government efficiency initiative, redesigning an ineffective Medicaid system or reevaluating a school's budget to fully leverage its resources, A&M brings a sense of urgency and pragmatic, hands-on approach that helps government officials accomplish their mission while being prudent stewards of taxpayers' money.

PUBLIC SECTOR SERVICES

- Performing fiscal and operational reviews
- Serving in interim management or crisis management roles providing short-term leadership
- Providing actionable recommendations, designing detailed implementation plans and working side-by-side with client personnel
- Identifying and implementing significant and immediate cost savings for entities, while building consensus and support among stakeholders
- Supporting implementation efforts by building the internal capacity of agency staff and reinforcing outreach with oversight and advocacy groups
- Maximizing federal funding, enhancing compliance and identifying opportunities for improving non-tax revenues



FISCAL AND OPERATIONAL SOLUTIONS

- Operational Efficiency and Effectiveness
- Constituent/Stakeholder/ Customer Focused Transformation
- Revenue Maximization
- Financial Management
- Capital Investment and Economic Development
- Strategic Sourcing
- Technology
- Leadership and Interim Management
- Crisis Management

THE A&M DIFFERENCE

Senior-level expertise and leaders

Provide practical, fact-based approaches that work efficiently and effectively

Action and results

With a bias towards urgent action as evidenced through our commitment to drive change and improve performance

**LEADERSHIP.
PROBLEM SOLVING.
EXECUTION.**

FISCAL AND OPERATIONAL SOLUTIONS FOR GOVERNMENT

A&M leverages its operations experience to uncover opportunities for governmental and corporate organizations. We go beyond developing recommendations; we design reforms and work side by side with our clients to implement them.

State-Wide Efficiency Reviews: A&M was retained for an efficiency initiative covering multiple state agencies. We built consensus for recommendations which will realize more than \$500 million a year in cost savings and non-tax revenue enhancements.

School Districts: A&M helped navigate the New Orleans public school system post Hurricane Katrina recovery, served as interim management for the St. Louis Public Schools and formed a restructuring team for the New York City schools that reallocated \$200 million a year from central administration into classrooms.

Health & Human Services: A&M redesigned the financial management for a Medicaid system for a State Department of Health & Human Services, with nearly \$1.8 billion in cost overruns over a five year period, gained transparency into key expenditure drivers, built a new forecasting model and aligned personnel to sustain these changes. Subsequently, Medicaid has delivered year-end budget surpluses.

About OMNIA Partners

OMNIA Partners, Public Sector is the nation's largest and most experienced cooperative purchasing organization dedicated to public sector procurement. We have brought together the nation's two leading cooperative purchasing organizations – National IPA and U.S. Communities – under one roof to form OMNIA Partners, Public Sector. Our immense purchasing power and world-class suppliers have produced a comprehensive portfolio of cooperative contracts and partnerships, making OMNIA Partners the most valued and trusted resource for organizations nationwide.

Through the economies of scale created by OMNIA Partners, our participants now have access to an extensive portfolio of competitively solicited and publicly awarded agreements. The lead agency contracting process continues to be the foundation on which we are founded. OMNIA Partners is proud to offer more value and resources to state and local government, higher education, K-12 education and non-profits.

OMNIA[®]
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