



H A R N E Y
MANAGEMENT PARTNERS, LLC

Corporate Advisory

Troubled Company Advisory

Mergers and Acquisitions

Capital Advisory Services

Insolvency Advisory

Asset Recovery and Divestiture

Sales and Marketing Advisory

Asset Recovery and Divestiture

When undertaking an asset liquidation in today's economy, maximizing value matters more than ever. Shouldn't you have experience on your side?

At the point in life of a loan when the decision has been made to liquidate a borrower's assets, things have obviously not gone according to plan — that is no time to introduce additional uncertainty into the situation. Selecting a firm with broad and successful experience in both turnaround management and asset liquidations will help to ensure the best possible outcome.

Harney Management Partners and its team of professionals have executed liquidations from all sides of the transaction — as the lender, the investment banker, the crisis consultant, the business executive and the court-appointed Bankruptcy Trustee and State Court Receiver.

A successful liquidation is the product of quick but careful analysis and collaboration with all necessary parties and professionals in order to obtain the maximum net realization on the assets. Whether engaged by the company or a lender, the experience HMP has gained since its inception in 1991 provides the experience, skill sets and professional contacts to make the best out of a less than favorable situation.

Maximizing recovery is more than calling an auctioneer to put sale tags on your collateral — it requires a strategy to develop an analysis of the alternatives, including cash flow projections and a detailed liquidation analysis and plan. Greater value can be obtained by proactively approaching customers, vendors, competitors and other parties which have a higher and more immediate utility for the assets than a pool of generic public auction purchasers. Prompt due diligence, analysis and action are key to a systematic liquidation.

To learn more about Harney Management Partners, LLC, please visit our website at harneypartners.com or contact Greg Milligan at 512.892.0803 or via e-mail at gmilligan@harneypartners.com

Asset Categories:

- ◆ Machinery & Equipment
- ◆ Inventory (FG, WIP, RM)
- ◆ Accounts Receivable
- ◆ Real Estate
- ◆ Ancillary FF&E
- ◆ Intellectual Property
- ◆ Tax and Other Refunds

Sale Venues:

- ◆ Out-of-Court
- ◆ Article 9 UCC Sales
- ◆ Bankruptcy §363 Sales
- ◆ State Court Receiver Sales
- ◆ Chapter 128 Sales (WI)

Sale Methods:

- ◆ Private Treaty
- ◆ Sealed Bid Sale
- ◆ Public Auction

Practice Areas:

- ◆ With offices in Austin, Chicago and New York, HMP can efficiently serve any geographic area.

HARNEY MANAGEMENT PARTNERS, LLC

Resourceful. Respected. Results.

Chicago: 630.655.3002 • New York: 212.829.4339 • Austin: 512.892.0803

harneypartners.com