

Focus Retail Expertise

Focus Management Group, a nationwide restructuring and financial advisory firm, brings a senior team of over 150 multi-disciplined professionals with only senior consultants averaging over 25 years of expertise in Operations and Finance with specific experience in the Retail and Apparel Industries.

Signature Retail Engagements

Retail Industry Experience

Focus has wide-ranging experience in every aspect of the retail industry, including:

- Apparel
- Automotive and Truck Parts
- Novelty Stores
- Department Stores
- Electronics
- Furniture
- Home Accessories
- Lumber Yards
- Mall-based Retail Chains
- Toys
- Appliances and Electronics
- Office Products
- Convenience Stores and Gas Stations
- Grocery Store Chains

Process to Retail Engagements

Focus Professionals quickly assess the issues related to the retailer and acts rapidly to curtail ongoing losses and preserve value:

- **Determine Cash Needs:** Immediately implement a 13 week cash flow with actual to forecast weekly reporting.
- **Assessment:** Assess operations, management, cost structure and asset disposition to immediately improve cash flow.
- **Create Strategy:** Create tactical and executable plan by week for the consolidation of facilities, personnel, and equipment to instantly improve cash flow.
- **Implementation:** Execute restructuring plan while working with all stakeholders.

- **International Apparel Designer & Manufacturer**
Focus was retained to prepare cash flow forecasts, identify opportunities to optimize profitability and improve operating efficiency, inventory management and production costs.
Key Results: An asset sale was completed and over 2,000 jobs were saved.
- **Hartmarx Corporation**
Focus was retained in the Hartmarx Chapter 11 case to provide oversight of Hartmarx' financial and operating performance, assess cash flow forecasts, and develop analysis for potential bidders.
Key Results: Successful 363 sale
- **Women's Apparel Retailer**
Focus evaluated profitability on a store-by-store basis, grew in-store and online sales, reviewed cost-effectiveness of operations, and developed a financial forecast to anticipate future cash needs.
Key Results: Debt was successfully restructured.
- **Major Athletic Shoe Retailer**
Focus reviewed warehousing and store distribution strategy for appropriateness, developed in-depth cash flow forecasts and provided recommendations on restructuring strategies.
Key Results: The Company was returned to profitability and operating efficiency increased.
- **Online Educational Software Retailer**
Focus was engaged as CRO to review business operations and identify issues which were affecting operations and viability.
Key Results: Focus stimulated growth and lead generation which boosted sales and profitability.

