

## Fiber Optics Installer Resurrection from Bankruptcy



### **The Company**

Central Texas' premier installer of low-voltage wiring, fiber optic cabling, fire and security systems, data center systems, and much more, filed bankruptcy in August 2007 and was headed for a complete meltdown by January 2008. Immediately following the resignation of the majority owners, lead counsel for the debtor asked for an assessment of the situation. Immediately following the resignation of the majority owners, lead counsel for the debtor asked Bridgepoint to make an assessment of

the situation. After doing so, Bridgepoint determined the business was highly viable and became the only bidder to take out the DIP lender at a discount in the Sec. 363 asset sale 10 days later.

### **The Situation**

Within in the first weeks, unprofitable contracts were eliminated and uneconomical asset leases were terminated. Overhead was cut by over 50 percent through a number of effective measures that had little impact on core operations. Other activities included negotiating lien and bond claims with an eye toward receivable recovery. With numerous changes transpiring, it was also important to bolster employee morale by being hands-on and visible, while maintaining a focus on customer service.

### **The Solution**

Profitability was achieved within two months of the acquisition. Revenue and profits continue to increase.