

## Software Company: Strategic Financial Executive Team Overcomes Challenges



### **The Company**

A Texas-based virtualization management software company received initial financing from prominent venture capital firms in order to develop unique solutions which enhance virtualization environments of businesses.

### **The Situation**

Due to issues with the software company's intellectual property and working capital management, the company experienced a halt in development and encountered significant cash flow issues, resulting in new directives by its board of directors and investors. The board's mandates included a universal restructuring, which substantially reduced the company's workforce encompassing its entire financial, accounting and human resources staff.

### **The Solution**

Two members of the Bridgepoint team were engaged as the chief financial officer and controller, respectively, to assume control of the financial operations of the company and provide guidance to senior management through the transition and restructuring period. Upon an initial assessment, the Bridgepoint team worked with senior management to maximize working capital; developed the financial aspects of the new business plan; and ensured that financial, accounting and human resource functions were not interrupted by the restructuring.

The Bridgepoint team assisted by providing the company with the financial stability and infrastructure needed to successfully reengage investors and ultimately raise additional financing. With its improved financial infrastructure, new leadership and capital, the software company is redeveloping solutions to enhance and monitor virtualization to introduce a revolutionary paradigm shift to virtualization management.