



## **CPath Solutions Accomplishments for 2002**

To help you gain a better understanding of our practice, a sampling of CPath engagements from the past year include:

- Positioning a \$3 million German software company to launch its North American business and achieve >\$1 million in first year sales.
- Restoring financial integrity and revising go-to-market strategies for a Westchester County-based IT services firm operating in Chapter 11.
- Reconstructing the sales strategies, sales force, training, and performance metrics for a Fortune 500 services company.
- Re-engineering finance, sales, marketing, and operations for a Manhattan-based printing services firm.
- Transforming a negative growth, unprofitable, creative services firm featuring disruptive technologies in to a fast growth, highly profitable organization within 2 months.
- Saving investors planned \$7 million in additional funding, as well as roughly \$1 million previously committed, by identifying the many flaws in a business that was ultimately shut down as a result of CPath's discoveries.