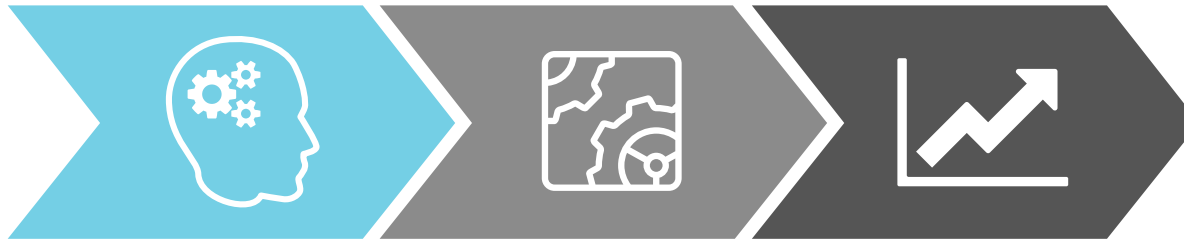


CASE STUDY:

Railroad Construction Company



Rethink

Large Company that constructed railroads throughout the Dakotas. The Company was the primary contractor for the Bakken Oil Formation oil fields in North Dakota and built the railroads that connected the oil lines hundreds of miles to the East Coast. The Company was in default on loan covenants and had a bad relationship with the bank. The bank threatened to stop funding the Company. The Company did not accumulate and charge out costs correctly to determine profit on each job.

React

Aurora was engaged as Chief Restructuring Officer. Immediately Aurora worked to repair the relationship with the bank lenders. Aurora found the contract process for jobs was not profitable or streamlined, and worked to implement a new solution to generate cash along with future jobs.

Results

Aurora was able to rebuild the relationship with the bank and the bank agreed to a plan which included continuous funding of the Company. The Company was refinanced and is still in operation today.