

# mctear williams & wood technology



## Technology Specialist

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## Our Specialist

Chris Poulton has spent the past twelve years running his own early stage venture capital firm, which works with entrepreneurs to assess investment opportunities and build new technology businesses. As an entrepreneur, investor and board member he has contributed to a number of successful Cambridge based companies and achieved some notable exits.

Prior to a career in venture capital Chris built two successful businesses from start-up including Cardcast, the UK leader in card fraud prevention services, which went public before merging to form the core of Retail Decisions.

Chris holds an MBA from the London Business School and a degree in engineering from Bristol University.

## How We Can Help You

Our focus is solely on turnaround and distressed situations.

High technology companies differ from conventional businesses in that much of their value is tied up in invisible assets such as development projects, patents, and employee knowhow which do not normally feature on a balance sheet.

In an insolvency situation the value of the intellectual property can quickly disappear as future cashflows from unfinished technology are called into question, teams are disbanded and key employees leave.

McTear Williams & Wood specialises in supporting distressed technology companies with turnaround potential. Through a deep understanding of the sector and our network of technical experts and specialist investors, we are able to rapidly assess the value of intellectual property assets with a view to extracting the maximum return for major stakeholders including creditors.

The key to success is our early involvement so that core assets can be protected and a proper process put in place to realise their full value. Ideally we need to get involved at least six months before the cash runs out. The options narrow fast once there is less than three months' cash burn.

The technology businesses we see vary widely but overall we can:

- Provide reassurance on existing plans
- Agree a clear strategy for maximising value
- Restructure licences and key contracts
- Help negotiate with banks and key stakeholders
- Complete development projects
- Manage business and asset sales
- Evaluate and restructure management teams
- Raise turnaround finance
- Take formal insolvency appointments

Whilst we provide strategic financial and business advice and can help to identify issues and opportunities, we are not valuers, patent attorneys or lawyers and in distressed and turnaround situations we look to work alongside existing advisors to maximise value for our clients.

Contact us free on 0800 085 5070 or visit [www.mw-w.com](http://www.mw-w.com)  
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