

## “Turnarounds, Restructurings, and Distressed Investing”

### *Lessons from the World of Troubled and Underperforming Companies*

The Center for Finance Strategy Innovation at The University of Texas at Dallas is pleased to present a special panel focusing on **“Turnarounds, Restructurings, and Distressed Investing”** on **Tuesday, November 3, 2009 from 3pm – 5pm CST**, followed by refreshments and the opportunity to network.

The event will be hosted by The University of Texas at Dallas School of Management and moderated by **Professor David Springate**, director and immediate past president of Financial Executives International, Dallas Chapter; and **Harry Gray**, co-founder of Verto Partners and lecturer at The University of Texas at Dallas.

**Location:** School of Management, The University of Texas at Dallas  
800 W. Campbell Road, Richardson, TX 75080

**Fee:** [\\$25 \(online registration\)](#) or \$30 at the door. Both include free valet parking. ([Directions / campus map](#))

**Continuing Education Credits:** CPE, CPA, CFP, CTP. Applied for and pending approval are: CFA and CLE.

Panel participants:

**Don Bibeault**, first-ever Lifetime Achievement Award recipient for Corporate Turnarounds from the Turnaround Management Association, co-founder of Verto Partners and best-selling author of “Corporate Turnaround: How Managers turn Losers into Winners!”

**Jay Lucas**, Founder and Managing Partner, The Lucas Group and former Partner at Bain & Company

**Michael Bruder**, Managing Director, Investment Banking at Macquarie Group and Head of the New York Restructuring Advisory and Special Situations Practice

**Conner Searcy**, Partner, Insight Equity

Selected accomplishments of panelists:

- Led the highly successful turnaround of the world’s second-largest distressed company, featured in a case study by Harvard Business School
- Sought after as thought leaders by general management notables such as Lee Iacocca and Peter Drucker, as well as cabinet secretaries and foreign governments
- Called on as corporate performance experts by leading firms such as Goldman Sachs, CS First Boston, UBS Capital, GE Capital, Hambrecht & Quist, NEA Associates, TA Associates and Bank of America
- Thought leaders published in *The Wall Street Journal*, *Business Week* and other leading publications
- Lecturers at top universities such as Columbia Business School, UC Berkeley’s Haas Business School, London Business School, Wharton Business School and The University of Texas at Dallas
- Numerous restructurings at leading firms such as Miller Buckfire and Wasserstein Perella

**For more information, please contact us at [debbie.davis@utdallas.edu](mailto:debbie.davis@utdallas.edu)**

## “Turnarounds, Restructurings, and Distressed Investing”

### *Lessons from the World of Troubled and Underperforming Companies*

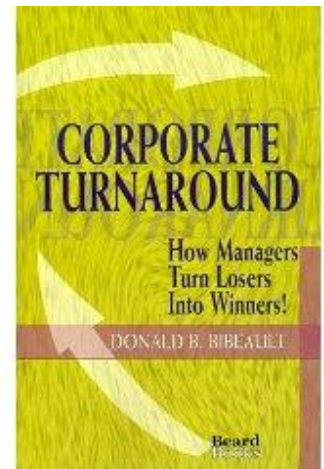
**Don Bibeault**, co-founder of Verto Partners, is one of the nation’s leading turnaround practitioners. He is the first-ever recipient of the Lifetime Achievement Award for corporate turnarounds from the [Turnaround Management Association](#), the highest possible accolade bestowed from industry peers and experts. Don created the established frameworks for the underperforming company niche and is widely regarded as one of the world’s experts on strategy and investment returns in the context of underperformance.

During a turnaround career that has spanned more than forty years, Don has served as Chairman, CEO, or Chief Operating Officer of numerous corporations, including Pacific States Steel, PLM International, Best Pipe and Steel, Inc., Ironstone Group, Inc., American National Petroleum, Inc., Tyler-Dawson Supply, Iron Oak Supply Corporation and Bsquare Corporation. He was the special turnaround advisor to the CEOs of Silicon Graphics Inc., Varsity Corporation (formerly Massey Ferguson), and Yipes Networks. He has been a portfolio company board director and corporate performance advisor to many of the nation’s premier private equity firms such as TA Associates, and he has also been a special workout advisor to Bank of America, as well as the resident corporate performance and turnaround expert to a leading fund.

Don was a commissioned officer in the U.S. Army Combat Engineers. He holds a B.S. in Electrical Engineering from the University of Rhode Island, an MBA from Columbia University, a Juris Doctor (honoris causa) and Ph.D. from Golden Gate University. He has been a member of the Board of Overseers of Columbia Business School, and is a trustee of Golden Gate University and a member of the University of Rhode Island Business Advisory Board.

His best selling book, [Corporate Turnaround: How Managers Turn Losers Into Winners!](#), has been in print for more than twenty years and is widely regarded as the leading text in the field of turnaround management.

Virtually no other practitioner has both the sustained operating track record and major contributions to the intellectual capital of the turnaround industry. The conceptual framework for turnarounds—first articulated in his Ph.D. dissertation and later popularized in his best selling book—set the stage for the growth of the professional field of turnaround management. Don was a Founding Director of the Turnaround Management Association and has been bestowed a CTP Emeritus.



## “Turnarounds, Restructurings, and Distressed Investing”

### *Lessons from the World of Troubled and Underperforming Companies*

**Jay Lucas** is the Chairman and Managing Partner of The Lucas Group, and over the past twenty-five years, has helped numerous executives, investors and management teams set their strategic direction and grow their businesses.

Prior to founding The Lucas Group, Jay was a Partner at Bain & Company, a leading international management consulting firm. While at Bain & Company, Jay led assignments for a number of Fortune 500 clients, including companies in the consumer products, food and beverage and information industries.

Jay also was one of the founders of Bain's consulting practice to leveraged buyout funds and their portfolio companies. He has developed The Lucas Group into one of the preeminent private equity advisory firms in the nation.

Through his work, Jay has developed a depth of experience in several industry sectors including consumer products, manufacturing, distribution, pharmaceuticals, business services and information industries. Further, beyond helping clients in these sectors with Corporate Strategy, Jay has also organized and led numerous client and The Lucas Group teams in the effort to 'go get results' - including initiatives for major new sources of revenue and profit improvement - as well as advising clients on more than one hundred acquisitions, joint ventures and related transactions.

After graduating from Yale College, Jay studied at Oxford as a Marshall Scholar. He received his MBA from the Harvard Business School, his JD from Harvard Law School and a master's degree from The Fletcher School at Tufts.

**Michael Bruder** is a Managing Director in the New York office of Macquarie and is head of the New York Restructuring Advisory and Special Situations Practice. He has over 18 years of investment banking and restructuring experience primarily focused on debtor-side representations. For the past three years, he has lead restructuring practices and has focused on out-of-court capital markets solutions including exchange offers, consent solicitations, and deleveragings.

Prior to Macquarie, Michael was a restructuring professional at Donaldson Lufkin Jenrette (DLJ), Wasserstein Peralla, Miller Buckfire and Morgan Joseph.

Michael received his B.S. from the Wharton School at the University of Pennsylvania and his MBA from the University of Chicago.

## “Turnarounds, Restructurings, and Distressed Investing”

### *Lessons from the World of Troubled and Underperforming Companies*

**Conner Searcy** is a partner at Insight Equity, where his primary responsibilities include leading the firm's sourcing, structuring, financing and execution of new transactions and opportunities. He also serves on the Board of Directors at a number of Insight portfolio companies and is active in the operations of Vision-Ease, Hirschfeld Industries, Atwood Mobile Products and Meadow Valley.

Before joining Insight, Conner was with Stonegate, a middle market buyout firm focused on the building products industry. At Stonegate, Conner participated in 18 distinct acquisitions, representing \$1.5 billion in revenue. Prior to Stonegate, Conner was with Bain & Company. At Bain, he focused on turnaround management, business strategy and merger integration within the automotive, industrial, insurance and consumer products industries.

Conner has also worked in the Investment Banking division of Goldman Sachs with responsibilities that included the execution of M&A and financing transactions in the industrial and telecommunications industries.

Conner received his MBA from the Harvard Business School and graduated with a B.A. High Honors from Vanderbilt University in three years.

## Moderators

### **David J. Springate, Ph.D.**

- Finance professor at The University of Texas at Dallas School of Management, formerly on faculty of IMD in Switzerland. Also, faculty member of ESC Lille in Paris, France
- Director of The University of Texas at Dallas Center for Finance Strategy Innovation
- President of Financial Executives International, Dallas Chapter, 2008-2009
- Former CEO of the investment subsidiary of a multi-billion dollar financial institution and former manager for a listed Swiss investment company
- Ph.D. in Corporate Finance from the Harvard Business School. Holds an MBA (Ivey School) and two degrees in electrical engineering

### **Harry Gray**

- Co-founder of Verto Partners
- CEO, CRO and Board-level Advisor for leading funds, such as TA Associates, JMI Equity, GE Capital, TCV and UBS Capital
- Former private equity professional at a leading distressed fund
- Managing Director at RKG Osnos
- Investment banker at two leading firms, first at Alex Brown & Sons and then as a Vice President at Wasserstein Perella & Co.
- B.S. from U.S. Naval Academy and MBA from Columbia Business School