

WHAT SEWN DOES

- Saves vital manufacturing companies and jobs
- Provides professional services **FREE** of charge
- Serves all of Pennsylvania with five regional offices



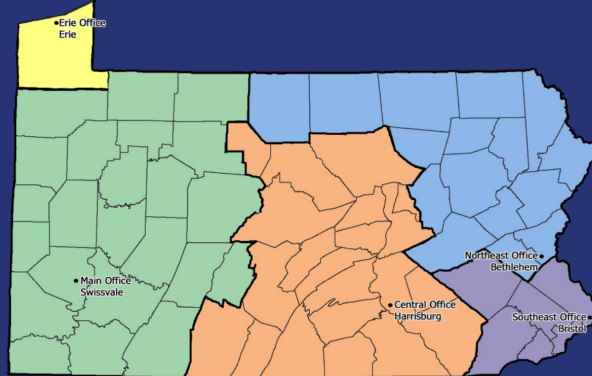
SEWN was founded in 1989 by the Steel Valley Authority to retain the region's manufacturers and preserve jobs. In 1993, the program garnered sponsorship from the Pennsylvania Department of Labor and Industry to save companies and jobs.

SEWN has helped hundreds of companies and saved thousands of jobs statewide. Specialized consulting services are offered **free of charge** to small and medium-sized manufacturing companies across the Commonwealth.

www.steelvalley.org/sewn

CONTACT US

SEWN offices are strategically located near the businesses and communities we serve.



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Our staff and consultants work with all interested parties: workers, management, and owners. Within 48 hours of your call, a SEWN representative will contact your company's management, owner, or employees to schedule an assessment. SEWN will evaluate the situation and work with all parties to help define solutions.

Any and all information received by SEWN is kept strictly confidential



SEWN
Strategic Early
Warning Network
Powered by the SVA

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FINANCIAL RESTRUCTURING

Cash-flow and working capital are the lifeblood of any business. Many companies are in danger of hitting a financial wall, requiring an immediate restructuring of the balance sheet to maintain the company's viability. An unbalanced or inappropriate capital structure can be the problem; more often it is merely symptomatic of underlying market or operational issues. SEWN seeks to stabilize a company's cash-flow allowing time to address underlying conditions essential for a successful turnaround.

OPERATIONAL RESTRUCTURING

Cost Management can assist businesses in reducing the cost of goods sold, securing new markets for their services, improving product quality, and utilizing new methods to return them to competitiveness. Often companies fail to either maximize the effectiveness of existing operations or systematically evaluate internal practices. Operational inefficiencies can manifest in the form of financial problems. SEWN provides professional staff and/or qualified consultants to review operations and finances to offer practical solutions improving a company's operations and help effectuate a turnaround.

OWNERSHIP TRANSITION

SEWN can help secure investors, management or strategic buyers necessary to change the ownership, organization, and direction of businesses, including succession buyouts. Speed and confidentiality are important in these circumstances. SEWN maintains a network of financing and investment resources/specialists in various business and legal disciplines. Traditional management buyouts, employee ownership plans (ESOP) and third-party sales are commonly used vehicles for effecting these transactions.

HIGH PERFORMANCE WORKPLACE (HPWS)

This enables businesses to implement new solutions for improving productivity and competitiveness. In today's global economy even smaller firms are often leaving 100's of years of combined knowledge and experience on the table if they don't actively engage with their workforce. SEWN can assist with developing cooperative, high-performance workplace strategies (HPWS) by interacting with all company stakeholders. HPWS depend upon the uninterrupted flow of acceptable information between workers and management, a solid decision-making structure, jobs skills cross-sharing and workforce up-skilling and education.



NEW MARKET OPPORTUNITIES

Provides access to sales and marketing assistance for improving the company's sales performance and ability to find the new markets and customers needed to sustain these vital businesses and jobs, especially when firms suddenly lose their primary customers. Occasionally companies with a skilled workforce, modern equipment and well-run operations are at risk due to sudden market changes; such as the loss of a major customer to overseas competition or a complete supply chain restructuring. SEWN can provide free or inexpensive access to sales and marketing assistance for developing tactics and strategies for diversifying markets and customers or boosting sales performance.