

At *JC Jones Advisory Services* our award-winning turnaround experience reaches far beyond for-profit businesses. **Higher Education** is an area of deep expertise for JC Jones. There is no one size fits all solution for college turnarounds; accordingly, we tailor our approach to the unique needs of your institution, stakeholders and environment. We possess the knowledge and experience to provide distressed colleges and universities with value-add advice and support. We offer the following turnaround services:



### Collegiate Strategy



- ◆ Enrollment & Net Tuition enhancement
- ◆ Strategic plan development and implementation
- ◆ Faculty realignment and optimization
- ◆ Market analysis of competing programs and institutions
- ◆ Interim leadership / Chief Restructuring Officer

### Academic Program Realignment



- ◆ Market relevant academic programs
- ◆ Program demand research
- ◆ Educational value-added services
- ◆ Student Retention

### Net Asset Enhancement



- ◆ Cost containment and reduction
- ◆ Liquidity generation
- ◆ Financial projections and forecasting
- ◆ Cash flow management

### Regulatory Compliance & Funding

- ◆ Consulting services for specialty programs like HEERF and CARES Acts
- ◆ Grant management and compliance services
- ◆ Institutional alignment with regulations and statutes
- ◆ Endowment & other investment assessment



## Governance and Internal Controls

- **Fraud and Investigative Services:** Investigative reviews incorporating data analytics and forensic analysis
- **Internal Audit Co-Source / Out-Source:** Design adequacy and operating effectiveness of core institutional processes and controls
- **SAS 115 Readiness:** Top-down risk-based auditing consistent with the COSO 2013 framework
- **Uniform Guidance (UG):** Review and recommend procedural updates in compliance with UG

## Data Analytics and IT Services

IT project leadership, including software and system implementations, identification and implementation of IT general controls, data-driven reviews and IT security assessments

- Cybersecurity Services
- Data Analytics & Visualization
- Data Governance



- Disaster Recovery
- Information Security
- System Selection and Implementation

## Advisory Services

- **Bond Evaluation:** Analyze and support bond covenant negotiations
- **Capital Project Management:** Develop construction project monitoring tools, manage third-parties and provide litigation and negotiation support
- **Cash Management:** Cashflow forecasting and projection services
- **Endowment Management:** Assist with unrestricting of endowment funds to support operational activities, including cy-pres
- **Enrollment Enhancement:** Increase enrollment while improving net tuition through yield improvements, tuition resets, marketing, etc.
- **Faculty Management:** Interim/permanent placement, fractional leadership, executive search, part time employees
- **Process Reengineering:** Assess and enhance institutional processes (e.g. Procurement Card, T&E, AP, Dining, Vendor Management, etc.)

