**GARY W. PATTERSON, CPA MBA**

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## INTERIM SENIOR FINANCIAL/ OPERATIONAL EXECUTIVE PROFILE

***Twenty Five Years Senior-Level Corporate Management Track Record***
***Technology, Supply Chain, Service, Inc 500 to Fortune 500 Organizations***
***MBA - Finance, Marketing & Operations, Big 4 CPA***

Successful senior management career building profitable business ventures worldwide. Combines cross-functional track record in general management, new business development, sales leadership, manufacturing and distribution with expert corporate finance, operating and technology qualifications. Decisive and determined team builder "catalyst", mentor and proponent of quality/performance improvement.

## QUALIFICATIONS PROFILE

- Early Stage & Joint Ventures
- Strategic Planning
- Multi-Channel Distribution
- Sales & Marketing Leadership
- Product Design & Development
- Advertising & Promotions
- Turnaround & Revitalization
- Cost Containment & Avoidance
- Contract Negotiations
- HR & Training
- Due Diligence
- Information Systems Technology
- Mergers, Acquisitions & IPOs
- Licensing & Intellectual Property
- Finance & Risk Management
- Purchasing & Logistics
- Multi-Site Manufacturing
- TQM & ISO 9000

## INDUSTRY PROFILE

- Software
- Manufacturing
- Consumer/Food Products
- Distribution
- Telecommunications
- Management Consulting
- Biotechnology/Medical Device
- Renewable/ Clean Energy
- Internet/E-Commerce
- Wholesale Trade
- Construction/Real Estate
- Service

## ACHIEVEMENT PROFILE

- Intrinsically motivated; as key executive and spokesperson, successfully negotiated over 40 financing, M&A and non-monetary transactions aggregating more than $390 million.
- Diagnosed company oversights to save from $150,000 to $3 million annually. Reorganized and expanded import, export, manufacturing, distribution, and Internet business.
- Cultivated, solicited, and secured major accounts; achieved major sales by broadening customer base 525%; increased revenue from $16 million to $100 million. Directed nationwide store rollouts from 100 to 1,000 stores in 1 year. Defined and set product pricing according to specific economic factors.
- Powerful advocate delivering commanding presence; built 2 start-ups each achieving $10 million revenue within first year; consistently increased annual sales/per employee to establish proven track record.
- Recognized for advanced accomplishments; someone who "makes things happen" through commitment, drive collaboration, and a passion to develop broad, deep, and lasting relationships. Proven ability to provide key executives vital financial information on a timely basis. Delivered presentations to motivate and educate groups up to 200 people.

## PROFESSIONAL EXPERIENCE:

**FISCALDOCTOR**, Boston, Massachusetts 1999 - Present

Recent interim/short term opportunities include strategic and cash flow improvement in both technology and supply chain industries. Assist early stage to more established E-commerce, software, alternative energy, supply chain and infrastructure companies with strategic planning, accounting, and finance resources, ranging from interim CFO at FairMarket, NASDAQ company purchased by eBay, directed accounting, finance, human resources, facilities, and legal departments, to a $230 million holding company with 5 lines of business in 23 states, Collego (IBM), and Luz II.

**LIFESIMPLE** 1999
*(Internet service and portal startup)*

**Senior Vice President of Technical Operations** at this startup electronic commerce company to help coordinate selection and implementation of external software packages, a web based national call center, and to lay out operational requirements for a proposed Internet enabled national service application and assist on strategic planning.

- For startup phase company, completed preliminary software selection criteria and vendor list.
- Promoted to **Acting CFO** to revise Strategic Business Plan and position for IPO.

**IDS, Fort** Lauderdale, Florida 1997 to 1999
*(High-growth E-commerce, Internet and website development company)*

**Chief Operating Officer** at this rapidly emerging technology venture to provide strategic leadership, stabilize operations, create a strategic business plan and assist in the commercialization of an innovative "branded" technology product line. Promoted to **CFO/ COO** within four months.

- Established a cohesive operating infrastructure to support the research, development and market launch of a technology-based product line.
- Co-developed comprehensive marketing program targeted to niche markets throughout the U.S. and Latin America (e.g., financial services, distribution, import/export, VARs).
- Co-authored strategic plan outlining key directives to achieve $100 million in revenues within five years.
- Test marketed product throughout select regional areas.

**AMERICAN CELLULAR**, Fort Lauderdale, Florida 1996 to 1997
*(Telecommunications company with $10 million annual revenue)*

**CFO** member of 3-person Senior Executive Team leading this early stage venture from concept to full-scale operation within 120 days to $10 million in sales within first year. Company provides prepaid debit cards and cellular phones through retail resellers and mass marketers. Credited with building the entire corporate financial, human resources, administration and MIS infrastructure.

- Led company through accelerated growth from 2,000 phone lines to over 20,000 phones lines and market presence throughout 42 U.S. states, Canada, Mexico and the Caribbean.
- Spearheaded information and telecommunications technology acquisitions. Implemented MACOLA financial, distribution and manufacturing systems, Windows NT systems, EDI and bar coding technology and ATLANTAX tax filing system to manage reporting for 500+ tax jurisdictions.
- Created operating policies and procedures, recruited professional staff, developed financial systems, supported sales and marketing, and guided long-range strategic planning.

**TRAVELPRO LUGGAGE**, Deerfield Beach, Florida 1994 to 1995
*(Inc. 500 consumer products companies with $50 million annual revenue)*

**CFO** of this INC. 500 international distributor/contract manufacturer (first in the industry to develop luggage on wheels product). Revitalized and strengthened corporate finance, administration, MIS, customer service and human resource functions of both domestic and international operations.

- Introduced EDI technology to improve the accuracy of retail inventory transactions. Reduced inventory costs 37% (on $15 million) while significantly improving customer order fill rate.
- Led several high-profile corporate development projects including multi-million dollar acquisition of domestic Retail Company and divestiture of manufacturing company.
- Developed investment packages and conducted extensive financial review to determine optimal funding between venture capital, IPO and commercial debt. Subsequently, negotiated $25 million revolving credit, asset-backed money center bank loan in preparation for IPO.
- Appointed **Managing Director** for overall planning and management of operations for German distributor and domestic retail affiliate.

**AMERICAN FINASCO**, Coral Springs, Florida 1992 to 1994
*(Commercial debt management organization with $5 million in annual revenue)*

**Regional Sales Manager / Regional General Manager** leading the re-opening of a sales organization for this multinational debt management service provider. Opened new markets throughout the Mid-Atlantic and Southeastern U.S. Recruited/trained sales and support staff, managed sales budgeting and administration, negotiated account relationships, and directed contract negotiations.

- Built from start-up to #1 in revenues and profits out of 50 districts nationwide.
- Negotiated account relationships and directed contract negotiations.

**COLUMBIA CAPITAL GROUP**, Texas, California & Connecticut 1986 to 1992

**Partner** directing successful venture providing general management, computer modeling, marketing, manufacturing, distribution, financial and reengineering consulting/interim executive support to start-up and turnaround corporations nationwide. Extensive experience in the transportation, service, manufacturing and consumer products industries. Major projects:

- **H.H. Robertson, Ltd. -** U.K. (HQ: Pittsburgh, Pennsylvania)
  *(Fortune 500 manufacturing & distribution subsidiary with $150 million annual revenue)*

  Three-year assignment as **Project Officer** in the U.K. ($150 million Fortune 500 subsidiary) of worldwide pilot. Planned, staffed, budgeting and directed a series of reengineering projects throughout manufacturing, sales and distribution. Training responsibility for 90 permanent employees.
  — Directed plant migration from mainframe to AS/400. Selected as one of three worldwide J. D. Edwards' best test sites for its new dimensional software.
  — Implemented TQM and MRP II upgrade, and prepared for BS 5750 / ISO 9000 certification.

- **RDG -** Fort Lauderdale, Florida
  *(Multi-unit franchise food company with $10 million annual revenue)*

  One-year assignment as **CFO and Executive Vice President** responsible for planning, finance, accounting, administration and MIS for this venture capital financed, multi-unit master franchisee.
  — Spearheaded successful turnaround, from $1.4 million annualized loss to $400,000 profit. Led growth from two to 10 stores, increasing sales from $100,000 to $10 million.
  — Restored investor confidence. Managed two debt placements and Regulation D offering.

**BI GROUP**, Houston, Texas 1978 to 1986
*(Construction & real estate/land development, property management & syndication company with $100 million annual revenue)*

**CFO, Vice President & Treasurer** managing financial and treasury operations for 100 partnerships and joint ventures nationwide. Directed tax planning, investor/partner relations, and a series of complex financial and legal transactions. Controlled $10 million cash investment portfolio.

- Within first 90 days, located buyer and co-negotiated the sale of eight residential construction projects, providing $8 million in critical working capital and refocusing corporate strategy.
- Contributed to significant growth, from 16 to 100 legal entities. Automated systems, designed processes and restructured procedures to accommodate rapid expansion.
- Sold $100 million in partnerships and joint venture projects within two years.

**KPMG PEAT MARWICK**, Houston, Texas 1971 to 1978

**Audit Manager**. Directed an audit staff of 24 professionals. Led audit engagements for early stage to Fortune 500 corporations in the manufacturing, distribution, retail, real estate, transportation, service, food processing, construction, consumer products, banking, biotech and high-tech industries.

Filed S-1, S-16, Form 10 and several 10-k's and bond financings.

**EDUCATION:** **MBA-Finance/Marketing/Manufacturing** Stanford Graduate School of Business, 1971

**BBA - Accounting** University of Mississippi, 1969

**CERTIFICATIONS** **CPA, FEI (Area Director), ACG (Chapter Director), SCNE Director, Stanford Associates**