



So Investors and CEOs Sleep Better!

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## Enhancing Growth & Profitability for Growth Companies

### Introduction

Do you, as CEO/President, have the time, background, and knowledge to effectively face the challenges of your organization's financial future, given the daily operating pressures under which you operate?

If you are like most young- to mid-sized firms, the answer is "no." Yet nothing is more important to the ultimate success of both you and your company.

The answer may be for you to *rent* the kind of talent and know-how that you probably cannot afford to hire permanently. And that's where Interim CFO Plus comes in.

### Achievements

Interim CFO brings a 25+ year track record to the table helping over 92 companies with a track record of corporate officer leadership and guidance that includes seven start ups, Inc. 500 companies, and Fortune 500 companies.

Some notable achievements are:

- Guiding a young company through an expansion capital search resulting in obtaining a \$25 million financing.
- Serving as Interim CFO for a NASDAQ company and accelerating its Path to Profitability while conducting a CFO search.
- Guiding a major division of a Fortune 500 company through a manufacturing and distribution optimization, serving as Premier JD Edwards software international pilot program, and making accounting, HR, and operations work together better.

### Focus

Interim CFO Plus works with organizations to re-energize and rebuild using a bottom-up approach to uncover misaligned activities, departmental inefficiencies, hidden assets and new opportunities.

Additionally, we can supplement your financial team to complete a key non-recurring project. We now focus on providing our talent to companies ranging in size from five to 300 people, at three critical organizational stages including, Company Vitalization, Value Realization and Growth. We help you achieve success by focusing on three key results:

- Growing Your Stronger Bottom Line
- Creating Infrastructure for the Future of the Organization
- Raising Capital or Executing an Exit Strategy

+ 25 Years Senior-Level  
Corporate Management

+ Solid Track Record

+ Technology Companies

+ Service Companies

+ Supply Chain Companies

+ Inc. 500 Organizations

+ Fortune 500 Organizations

+ MBA - Finance, Marketing  
& Operations

+ Big 4 CPA

## Industry Strengths

- + Software
- + Telecommunications
- + Internet/E-Commerce
- + Manufacturing
- + Distribution
- + Wholesale Trade
- + Consumer/Food Products
- + Biotechnology
- + Construction/Real Estate
- + Service

Our executive services set efficient financial practices and procedures, quickly establishing a solid foundation for fiscal prudence, profit realization, and accountability.

## Summary of Successes

As the founder and leader of Interim CFO Plus, some of the things that set Mr. Patterson apart are functional, geographic, and professional credentials helping over 92 companies. Serving as CFO, IT Director, COO, EVP, and Partner gives Mr. Patterson the understanding and track record to work with all functional areas and their Executive team members. Working in the West Coast, Southwest, Southeast and Europe, plus New England builds his outside the box attitude. Professionally, he is a Big 4 CPA, Stanford MBA, and former FEI chapter President and Area Director.

## SERVICES

### Company Vitalization

Sometimes a company may have all the right ingredients — a solid product, a ripe market, top-quality personnel. Yet even with the best ingredients, the recipe may not be working. We work with organizations to re-energize and rebuild. A bottom-up analysis often uncovers hidden assets and new opportunities or misaligned activities, departmental inefficiencies, and unanticipated roadblocks to reaching your goals and vision.

### Financial Structuring

Companies that are serious about improvement must be willing to look at their financial models through fresh eyes. Often, financial restructuring can be achieved without radical expense cuts, but instead with implementation of disciplined financial decision making processes.

### Profit Realization

Some companies seek the best path to obtain the highest amount of value and liquidity through a significant business event. Such an event can take many forms: recapitalization, merger, acquisition, joint venture or liquidation. Interim CFO Plus assists organizations in evaluating the most likely value and success options. We will assess your company's assets and liabilities and develop a plan that maximizes value and ROI.

Although Services vary by stage, a partial listing includes:

- Making accounting, HR, operations and/or systems work together
- Better budget and financial projection assessment
- Asset utilization improvements
- Cash burn rate optimization
- Improvements to financial statement delivery time
- Development of "Path to Profitability" strategy
- Contract negotiations or renegotiations
- Coordination with outside financial services, including accounting and law firms
- Interim CFO insertion
- Liaison with outside financial services, including investment bank, accounting and law firms
- Evaluation of liquidity alternatives

- Successfully negotiated 25+ financing and M&A transactions aggregating over \$390 million.
- Diagnosed company oversights to save from \$150,000 to \$3 million annually.
- Reorganized and expanded import, export, manufacturing, distribution & Internet businesses.
- 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.
- Built two start-ups, each achieving \$10 million revenue within the first year.
- Consistently increased annual sales per employee to establish proven track record.
- Recognized for advanced accomplishments; goal directed team player, diversified achiever.
- Proven ability to provide key executives vital financial information on a timely basis.
- Delivered presentations to groups of up to 200 people.



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