

MARK H. McFINNIS

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Senior Financial Executive with 18+ years of experience at services / manufacturing / software companies. Complement of experience in strategic planning, operations, and legal. Versatile executive and problem solver. Streamline processes and internal controls. Able to determine business needs, envision solutions, prioritize strategic initiatives, and determine resources to meet goals. Skilled at staff development and mentoring. A leader who encourages open communication and team synergy.

Inclusive Experience:

Strategic Planning
Mergers and Acquisitions

Due Diligence / Business Valuations

Capital Markets / Equity / Debt
Pricing / Modeling / Forecasting
Operations / Systems Design / IT

Sales Oversight
Staff Development
Contract Negotiation / Legal

Education, Training and Associations:

NORTHEASTERN UNIVERSITY, Boston, MA, **MBA, Finance**

WEST VIRGINIA UNIVERSITY, Morgantown, WV, **B.S., Business, Accounting, Finance**

Certified Public Accountant (CPA)

Certified Management Accountant (CMA)

Member, American Institute of Certified Public Accountants

Computer / IT skills: Accounting / Productivity Software: SAP, Solomon, Open Systems, ACC-PAC, Peachtree; MS Office. Facilitated financial / accounting systems conversions; designed / implemented MRP / ERP inventory controls.

Employment History:

AMAZING ORGANIZATION, LLC, Boston, MA

Jan 02 - Present

Vice President of Finance

Amazing Organization provides exclusive, unencumbered spectrum to enterprises and private wireless users (via 5-10 year lease agreements), customized bandwidth, customized geographic coverage, and project assistance – without FCC licensing delays. Customers include: railroads, petrochemical companies, utilities, manufacturing facilities, and two-way radio dealers.

- In addition to CFO responsibilities, fill role of COO, and oversee activities of SVP of Sales.
- Manage / supervise finance, accounting, IT, legal, human resources, fundraising, forecasting, modeling, investor relations, spectrum acquisition, and banking relationships.
- Developed innovative sales compensation plan / funnel tracking process / objective funnel criteria to generate and accurately forecast revenues. Created standardized customer contracts that streamlined the closing process.
- Secured \$21.3MM operating capital. Relied on, in the completion of a \$15MM acquisition of radio spectrum.
- Prepared research report on debt and equity markets in contemplation of raising working capital.
- Supervise the preparation of monthly / quarterly operational and financial reports for investors.

SERIOUSLY GREAT FINANCIAL SERVICES, INC., Boston, MA

Jul 01 - Jan 02

Regional Director

Provided lease lines of credit to emerging growth companies financed by VC, including software and telecom industries.

- Successfully opened the Medford, MA office; established Seriously Great as a premier regional provider of debt to early stage venture-backed companies. Originated potential lease lines of \$25MM+ within 6 months.
- Solely responsible for / performed all financial due diligence required to approve loans.

TRULY DYNAMIC LLC, Boston, MA

Apr 01 - Jul 01

Consultant, Software and Services Companies

Consulting CFO for three companies as follows:

- Facilitated the preparation of business model and strategic plan.
- Raised \$7MM (\$1.5MM senior debt, \$3.5MM subordinated debt, \$2MM equipment debt) on a \$12MM base of equity (and avoided pledging intellectual property as collateral), to purchase ISP infrastructure software.
- Raised \$1MM in equipment financing.

LEADING MEGAFUNDS – BASTIN NETWORKING TECHNOLOGIES – NORGIA

Dec 96 - Apr 01

The VP-CFO roles below were essentially *one position*, with nearly identical duties. Changes in company names and organizational structures were due to acquisitions.

NORGIA IP INFRASTRUCTURE, Boston, MA

Apr 99 - Apr 01

Chief Financial Officer

Norgia IP Infrastructure became the new name for Bastin Networking following acquisition. Norgia acquired Bastin for \$450MM to extend its reach into the router and networking markets.

- Managed / supervised finance and accounting department operations, HR, inventory, and inter-company relationships.
- Oversaw **increased revenues of 400%+**, from **\$25MM** in 2000 to a **\$260MM run rate** for 2001.
- Increased **gross margins from 25% in 1999 to 53% in 2001** – over 100% – through cost reductions realized from consolidating manufacturing and volume purchase agreements. Grew from **80 to 250+ employees**.
- Developed team, increased their effectiveness. Nine direct reports: HR, materials, accounting, and administration.

BASTIN NETWORKING TECHNOLOGIES (acquired by Norgia, above), Boston, MA

Nov 97 - Apr 99

Vice President of Finance (equivalent of CFO at Bastin)

Bastin, with 80 employees, provided carrier-class, high-capacity (gigabit) IP edge routers. Leading Megafunds owned 50% of Bastin. Clients included MagNet (ISP based in Belgium), and ForwardISP (ISP based in the US).

- Managed acquisition elements, including: pricing and structuring, due diligence preparations and execution, and integrating Bastin's finance, accounting, human resources, and IT into Norgia's matrix organization.
- Worked with investment bankers, investors, attorneys, and accountants, in the negotiation of the Definitive Merger Agreement, which successfully completed the sale of Bastin to Norgia.
- Served as company's primary interface with outside counsel, banks, venture banks, and accountants.
- Negotiated contracts for options, HW/SW sales and licensing, equipment/office leases, credit lines, and equity purchases.
- **Turned around manufacturing department** during the second half of 1998 after VP of Operations was terminated. Worked closely with contract manufacturers to ensure quality and timely delivery of materials.
- Initiated and implemented: cash forecast / cash management / treasury policies and procedures; financial model; pricing strategies; forecasting and budgeting; and systems including a set of inventory control procedures using MRP / ERP.
- Raised **\$19MM in equity financing**; facilitated the preparation of the private placement memorandum; worked with outside investors and their attorneys. Secured \$3MM credit line for receivables / inventory, and \$3MM / \$4MM equipment lease-lines.
- Had seven direct reports in finance, accounting, human resources, IT, materials, and administration.

LEADING MEGAFUNDS CORPORATION, Boston, MA

Dec 96 - Oct 97

Vice President of Finance

A 22-person, \$1.4B venture capital firm that has been partnering with early-stage ventures for 12+ years.

- Financially evaluated portfolio companies (including Bastin Networking) through financial analysis and interaction with the company's management; presented results at monthly shareholder meetings.
- Facilitated preparation of LP and LLC agreements, and related amendments, addendums and waivers.
- Analyzed business plans to identify and validate investment opportunities.
- Prepared in-depth research report on the viability of an offshore investment company for tax shelter considerations.
- Designed a VC Management Information System (VCMIS) software program to track information from receipt of business plan through investment (at partner detail level) and the liquidity event.

SWEETDEALS LEASING INCORPORATED, Boston, MA

Jul 92 - Nov 96

Corporate Controller

25-person investment firm serving Fortune 500, Federal Government, and education. Sweetdeals raised \$30MM annually in equity from investors, which it invested in modular buildings, with 10-15% quarterly cash flow payments.

- Supervised a team of six accountants and contract managers. Extensively promoted team / individual development – to effectively utilize processes and procedures, and to build their professional skills.
- Facilitated structuring of a **\$7MM bank line-of-credit** to warehouse and purchase modular buildings.
- Reduced costs by **\$100K annually** by developing an automated leasing system for \$250MM in fixed assets.
- Analyzed asset acquisitions and assessed alternative capital structures.

ENTERPRISE ACCOUNTANCY LLP, Boston, MA

Jan 86 - Jun 92

Manager

One of the nation's top 25 accounting firms, which at that time had 300 employees. Primary clients were: large construction companies, labor unions the AFL-CIO (national), and non-profit organizations.

- Supervised multiple teams of two to five accountants each in the performance of independent audits.
- Provided advisory services. Made presentations to management. Managed / reviewed audits / tax returns.