



So CEO's and Investors Sleep Better

GARY W. PATTERSON  
21 Westerly Street #7  
Wellesley, MA 02482  
T: 781.237.3637  
gary@InterimCFOinc.com  
www.InterimCFOinc.com

**GARY W. PATTERSON, CPA MBA**  
**INTERIM SENIOR FINANCIAL/ OPERATIONAL EXECUTIVE PROFILE**

### INTRODUCTION

**Do you, as CEO / President, have the time, background, and knowledge to effectively deal with 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 can't afford to hire permanently. And, that's where Interim CFO, Inc. comes in.

### ACHIEVEMENT

Interim CFO brings a **20 + year** track record to the table helping 70 plus companies. 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 a liquidity search resulting in obtaining a \$ 25 million financing
- Serving as Interim CFO for a NASDAQ company and accelerating its "Path to Profitability" while it conducted a CFO search
- Guiding a major division of a Fortune 500 company through a manufacturing and distribution reengineering while serving as a Premier JD Edwards software international pilot program

### FOCUS

Interim CFO 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 200 people, at three critical organizational stages including, Company revitalization, Value realization and Start-up and early stage growth. We help you achieve success by focusing on four key results:

- Achieving Sustainable Sales Growth
- Realizing a Stronger Bottom Line
- Creating an Infrastructure for the Future of the Organization
- Raising Capital

### START-UP & EARLY STAGE GROWTH

Twenty 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

## SERVICES

Our CFO services assist emerging organizations in establishing efficient financial practices and procedures quickly, setting a solid foundation for fiscal prudence and profit realization.

### 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. Interim CFO works with organizations to re-energize and rebuild. A bottom-up analysis often uncovers misaligned activities, departmental inefficiencies, hidden assets and new opportunities.

### 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 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 or acquisition, a joint venture or liquidation. Interim CFO 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:

- 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

### SUMMARY OF SUCCESSES

- Successfully negotiated 25+ financing and M&A transactions aggregating over \$300 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 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; goal directed team player, diversified achiever.
- Proven ability to provide key executives vital financial information on a timely basis.
- Delivered presentations to groups up to 200 people.

As the founder and leader of Interim CFO, some of the things that set Mr. Patterson apart are functional, geographic, and professional credentials helping over 70 companies. Serving as CFO, I/T 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.

#### INDUSTRY STRENGTHS

Software

Telecommunications

Internet/E-Commerce

Manufacturing

Distribution

Wholesale Trade

Consumer/Food Products

Biotechnology

Construction/Real Estate