



Capital CFO
Partners
Strategic Executive Advisors

Gregory Bogard, CMA, MBA

gbogard@capcfos.com

Cell: 512-470-6396

Greg Bogard is a Senior Executive Officer with over 28 years of strategy and operations leadership. Bogard is known for his hands-on, ethical approach to problem solving, revenue growth, debt restructuring and cost control. He has diverse experience in industries including: Manufacturing, Global Logistics, Distribution, High-Tech (software and services), Construction, Telecom and Engineering.

Bogard has specialized in distressed company turnaround strategies such as debt restructuring, hyper-growth capitalization and accounting infrastructures, cost improvements/reductions and cash flow maximization. He led a \$90 million M&A transaction of a publicly-traded company and a recent \$35 million M&A transaction of a privately-held company. His skill sets have been utilized on both the buy and sell side of these types of transactions.

Very operationally focused, Bogard has successfully supported operations with cost improvement reporting and targets, creating sound management reporting structures, integrating acquired companies, as well as guiding startups through their early growth phases.

Bogard has the ability to quickly identify and understand situations unique to a company, provide sound modeling and forecasts that lay out a roadmap for management to understand the economic drivers and results of specific strategic plans. As CFO for a Telecom start-up, he provided complex modeling forecasts that allowed the management team to raise \$232 million of round "A" financing.

Bogard received a Master of Business Administration from Regis University, Boulder CO as well as a Bachelor of Science in Business Administration with an Emphasis in Accounting from Wayne State University, Detroit MI. He is also a Certified Management Accountant and an active member of Financial Executives International.

Summary of Skills

- ✓ Strategic Planning
- ✓ Revenue Growth
- ✓ Financial Reporting
- ✓ Pricing Strategy
- ✓ ERP & Business Intelligence System Selection and Configuration
- ✓ Mergers & Acquisitions
- ✓ Cash Flow Maximization
- ✓ Operations & Efficiency Analysis
- ✓ Debt Financing
- ✓ Capital Acquisition
- ✓ SEC Reporting
- ✓ Financial Statement Analysis
- ✓ International Operations
- ✓ Start Up Management
- ✓ Financial Forecasting
- ✓ Key Performance Indicator Reporting

Specific Experience

- Chief Financial Officer for a reseller of used electronics and reverse logistics company.
 - Led company through the M&A process for an eventual sale to Fortune 500 Company.
 - Created reporting and accounting infrastructure to support growth from one company in 2011 to five companies in five countries in 2014.
 - Negotiated and secured mezzanine and bank debt to support hyper growth.
 - Created sound accounting structure to lead company through successful external audits.
 - Worked with operations department to create key reporting metrics.
- Chief Financial Officer for seller of excess high tech components.
 - Led company through the successful debt financing of a \$150 million four-bank syndicated loan.
 - Created a Wholly Owned Foreign Entity (WOFE) in Hong Kong, for new China division.
 - Consolidated and eliminated excess subsidiaries for focused reporting structure and eliminations of non-producing entities.
- Chief Financial Officer for Telecommunications start-up company
 - Created forecasting structure to provide management with tools to raise \$232 million “A” round.
 - Created accounting infrastructure to support growth from 7 employees to 225 employees.
 - Worked with due diligence team to acquire local Telecom Company to support growth.
- Corporate Controller for High Tech Publically Traded manufacturing company
 - Created standard costing system for improved costing measurement.
 - Responsible for preparation of SEC reporting.
 - Led M&A team for sale of multiple divisions.
- Corporate Controller for Publicly-Traded High Tech marketing research company
 - Responsible for all SEC reporting.
 - Lead M&A team for sale of 2 divisions increasing shareholder wealth.
 - Restructured dysfunctional accounting department, reducing staff, improving reporting timeliness and management reporting.

Industry Experience

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| ✓ Manufacturing | ✓ Telecommunications |
| ✓ Distribution | ✓ High Tech |
| ✓ Global Logistics | ✓ Engineering |
| ✓ Construction | ✓ International |