



**Capital CFO
Partners**
Strategic Executive Advisors

Richard E. Bollar

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Rick Bollar is a senior executive finance, strategy & operations leader known for his service-focused, ethical approach to problem solving, revenue growth & cost control. Rick has diverse experience in industries including Technology, Global Logistics, Hotels & Hospitality, Food Service, Health Care, Education, Social Media and Food Manufacturing.

His core background is finance, and Rick has been CFO of a \$200 million Global Logistics company, Interim CFO for a \$50 million Nasdaq-traded Technology company and served in Controller / Finance Director roles for an Outsourced Services company growing at 17-25% per year for more than a decade. Rick is experienced in process design and reengineering and he has successfully used these skills to rapidly reposition mature enterprises, integrate acquired companies, as well as guide startups through their initial growth phase. With a deep technology background, Rick has deployed ERP and Business Intelligence, SaaS Point of Sale and Enterprise Service Bus systems. He has also managed developer teams working in Agile environments. His experience extends into Internet services, and he has developed and deployed Big Data, mobile commerce, card payment systems and other distributed hardware & software systems.

Rick received a Master of Business Administration, Health Sector Management, from Duke University, Fuqua School of Business as well as a Bachelor of Science in Business Administration, Major in Finance, *Summa Cum Laude* from Strayer University. He is an active member of Financial Executives International and RIMS – The Risk Management Society.

Summary of Skills

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| ✓ Strategic Planning | ✓ Operations & Efficiency Analysis |
| ✓ Revenue Growth | ✓ Financial Statement Analysis |
| ✓ Pricing Strategy | ✓ International Operations - IFRS |
| ✓ Payment Systems | ✓ Start Up Management |
| ✓ Risk Management | ✓ Financial Forecasting |
| ✓ ERP & Business Intelligence System Selection and Configuration | ✓ SEC Reporting |
| ✓ Mergers & Acquisitions | |
| ✓ Cash Flow Maximization | |

Specific Experience

- Interim Chief Financial Officer for a \$50 million publicly traded technology and advertising company facing a turnaround.
 - Developed and deployed a cash preservation strategy while negotiating new financing.

- Retired \$15 million debt and raised \$10 million new cash through a \$25 million preferred stock equity raise.
- Prepared SEC filings (10-K, 10-Q, 8-K, S-1, S-3)
- Chief Financial Officer for a \$200 million partnership providing global logistics services in the most remote parts of the world to energy exploration, military and non-governmental organization clients. Geographies included Iraq, Afghanistan, Russian Far-East, West Africa, and Antarctica.
 - Prepared financial statements in IFRS, US and French GAAP.
 - Improved repatriation of foreign earnings and reduced tax liability by \$2 million through tax strategy.
 - Negotiated lowered interest rates by 150bp and improved repayment terms for unsecured line of credit facility.
 - Led Sarbanes-Oxley and *Loi de sécurité financière* compliance.
- Chief Strategist for \$2 billion subsidiary providing outsourced services to universities and public schools.
 - Developed and deployed strategy to increase retail revenue by up to 12% through product pricing strategy and point-of-sale standardization, augmented by improved financial control, mobile-commerce and cashless payment transaction capability.
 - Introduced integrated Software-as-a-Service mobile commerce, digital content delivery, card payment and access systems across 6,000-location portfolio. Demonstrated offer success through quantitative measures.
 - Negotiated equity stake and board seat in SaaS Technology Company to ensure product exclusivity.
- Enterprise leader for process reengineering initiative across an \$8 billion subsidiary providing outsourced services in Health Care, Education and Corporate Services markets.
 - Managed cross-divisional, cross-functional teams transforming company manufacturing processes, improving customer service and sharing best practices between Divisions.
 - Led cost reductions in procurement, call center, insurance, travel and benefits expenditures, as well as finance and information systems departments resulting in \$19 million in realized savings.
- Project leader for an accounting system migration and ERP/BI deployment across 900 locations for a \$2 billion enterprise.
- Principal for a startup that motivates fitness enthusiasts using social networking and big data techniques. Managed in-house and contracted teams of developers coding for mobile and desktop in Agile environments.

Industry Experience

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| ✓ Global Logistics | ✓ Universities |
| ✓ Technology | ✓ Internet & Social Media |
| ✓ Hotels | ✓ Food Manufacturing |
| ✓ Restaurants/Food Service | ✓ Advertising |
| ✓ Hospitals & Senior Living | |