

**MANAGEMENT CONSULTANT**

**Strategic Planning / Investor and Banking Relations / Complex Negotiations / Best Practices  
Asset & Risk Management / Growth Strategies / Industry Standards / Process Improvement  
Business Transformations / Integrations**

By stabilizing operations and establishing infrastructures, I have grown companies through multiple acquisitions and positioned them as a strong, viable acquisition candidate. I am especially adept at identifying new investment opportunities, and forging relationships with investment bankers, venture capitalist firms and private equity groups, maximizing ROI. Additional strengths include:

- Enhancing financial stability with strategic divestures and acquisitions**
- Establishing joint-value propositions to forge and strengthen strategic alliances**
- Negotiating complex acquisitions / transactions to ensure business expansion**
- Creating strategies that support rapid growth and position company for sale**

My credentials include a **BS in Finance** with a minor in **Accounting** from the University of Houston, and I have taken multiple graduate level coursework in Accounting, Operations and Investment Management.

---

**SELECTED ACCOMPLISHMENTS**

---

**Positioned as “platform” organization ready for rapid growth.** Accelerated Health Systems (AHS) felt poor back-office operations was a major barrier to a future sale. Assessed organizational weaknesses and strengths. Restructured accounting team, established best practices and GAAP standards, and revamped entire IT system with new security practices. Achieved improved efficiencies and services while controlling costs in six months.

**Slashed operating costs.** After stabilizing AHS’s operations, focused on streamlining processes and eliminating waste. Renegotiated clinic leases in 40+ clinics, cut office supply expenses, and relocated company headquarters with more space for growth while cutting costs. Slowed growth in costs from 22% to 2% annually with new document management process. Saved \$1.4M in operating costs.

**Closed sale to Private Equity for \$85M.** After increasing EBITDA from \$3.5M to \$11M, Accelerated Health Systems was ready to sell. Engaged an Investment Banker, building a marketing strategy to prepare for a sale. Led due diligence. Sold to a PE firm for \$85M. Retained to lead further acquisitions and build new De Novo clinics.

**Orchestrated additional sale to PE for \$275M.** After ACH’s acquisition, charged to use the additional capital to grow the company via acquisitions. Identified acquisition targets, conducted due diligence and integrated companies. Acquired 14 companies in key markets, adding \$100M in new revenue and tripling EBITDA to \$30M. Poised company for \$275M sale to larger Private Equity firm.

**Preparing company for sale.** Determined new client needed to reposition company to attract potential investors. Restructured firm’s financial systems, marketing and sales processes, implemented new compensation / incentive programs. Increased billed hours 38%, EBITDA 60% and signed new contract, generating \$6M in new revenue. Intend to start sale of company within year with 3-times initial value projections due to enhanced EBITDA.

---

**CAREER SUMMARY**

---

**Managing Director/Principal,** Artes Consulting, 2012 to present. Provides management consulting services from repositioning company, restructuring processes, accelerating product development, and obtaining capital funding.

**VP Mergers and Acquisitions,** Accelerated Health Systems (AHS), 2009 to 2012. Collaborated closely with Private Equity Partners to grow this physical therapy company through mergers and acquisitions. Acquired 14 companies in key markets, adding \$100M in new revenue. Grew EBITDA from \$11M to \$30M. Led team of twelve.

**VP Finance and Administration,** Accelerated Health Systems, 2006 to 2009. Recruited to reorganize finance, accounting and administrative departments, preparing company for sale. Established Best Practices and GAAP standards. Interfaced with Investment Banking firm, negotiated with suitors and supported due diligence efforts. Sold company to Gryphon Investors for \$85M and then to OMERS Private Equity for \$275M.

**President and CEO,** Portarius Inc., 2002 to 2006. Co-founder of this early stage Healthcare business process outsourcing company focused on improving Workers Compensation processes. Developed and implemented strategic vision, and product / service development. Worked closely with PE, VC and Investment Bankers.

Earlier: **Partner and Director of Business Development,** InterPro Global Partners. **President and CEO,** Sang Tech Inc. **VP and GM,** Fiserv Financial Systems. **President and GM,** Texas Star Federal Credit Union. **Investment Officer,** Carbide Employees Federal Credit Union.