Scott R. Rich

44 Angela’s Way | Burlington, CT 06013

Cell 860.595.6445 | Home 860.255.7321 | srrich@comcast.net

**CFO / Controller / Director-level: Manufacturing | Software | Telecomm | Supply Chain**

***Leveraging financial and operations know-how to***

***strategically impact organizational growth, performance, and bottom-line results.***

**Top-tier, transformational business leader** with expertise in turning around underperforming operations, leading and optimizing business-development strategies, delivering shareholder value, and driving bottom-line success for mid-tier corporations and startups. Proven skill structuring deals and managing investor relations.

***MBA with Breadth of Experience & Proven Expertise that includes…***

Turnarounds Capital Structure Analysis Accounting/Finance/IT Negotiations & Due Diligence

M&A Term Sheet Negotiation Valuation Analysis Debt & Equity Financing

Treasury International Finance GAAP Compliance Venture Capital & Capital Acquisition

**Professional Experience & Accomplishments**

**SCOTT RICH FINANCIAL CONSULTING | Burlington, CT 2006–Present**

***Principal*** *of successful practice providing financial leadership, expert strategies, and operational solutions.*

**Deliver aggressive but sound strategies that consistently transform companies.** Consult with clients as frequently as daily to weekly or bi-weekly over engagements typically spanning 2–18 months.

* **Connexin Software…** Brought on board to establish operating structure and best practices for privately held leading vendor of pediatric EHR/EMR and practice management systems in early VC stage.
* **ReadyDock…** Developed business plan and cultivated investors for PC storage/security solutions startup.
* **Attila Holdings, LLC…**  Manage privately held investment company.
* **Connecticut Jump Zone, LLC…** Conceived and launched turnkey entertainment and recreation business.
* **Healthland…** Retained by private equity-owned provider of comprehensive information systems for community hospitals to assess possible acquisitions/structure deal that was successfully concluded.
* **Environmental Energy Services, Inc…** Named interim CFO to raise funding, organize records, and position the privately held provider of fuel treatment solutions to the utility industry for expansion.
* **Premise Corporation…** Engaged to institute structure, standardize processes in accordance with GAAP, develop sales incentive plan, and transform small startup into well-established business poised for growth (privately held patient flow and business intelligence software company for the healthcare industry).

**OPTICAL SOLUTIONS, INC. | Minneapolis, MN 2003–2006**

*$39M venture capital-backed telecomm equipment manufacturer providing fiber-to-the-premise solutions; 90% domestic business (rural/smaller carriers), with 10% global (including markets in Italy, Switzerland and China).*

**CFO/Director of Finance | Treasurer and Assistant Secretary**

**Played pivotal value-add role in rapid-growth company,** leveraging core competencies to capitalize on target market segment (bringing fiber to Tier 3 Independent Telcos ). **Led organizational turnaround—increased revenue by 215% and achieved break-even in <2 years.**

• **Led 2 rounds of venture capital financing totaling $28M;** Optical Solutions raised most venture-backed capital in the Midwest**. Directed every aspect of offerings,** from legal, SEC compliance, and determination of optimal capital structure to placement strategy and road show presentations.

• **Reduced working capital requirements by $5M in one year** (renegotiated insurance, switched bankers) and **maximized liquidity** by increasing receivable turns and negotiating enhanced terms on payables.

• **Secured $8M in working capital line** (bank and subordinated debt financing).

• **Delivered 8 points of gross margin improvement** by developing customer pricing process.

• **Instrumental in positioning Optical Solutions for acquisition by Calix** (Feb. 2006). Commencing October 2005, **negotiated terms for sale of company;** **structured deal delivering a 98% increase in book value to shareholders.** Continued contractual agreement as CFO through May 2006.

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**BRISTOL GROUP | Nashville, TN 2000–2003**

*Privately held multi-family development and property management company with high-end rental apartment communities throughout the Southeast United States; property holdings exceeded $148M.*

**Vice President of Finance, Bristol Resident Services, LLC** *(2001–2003)*

• **Launched property management startup.**  Proved to senior staff the value self-management would bring to development company. Directed operations, finance, investor relations, and asset/risk management.

• **Integrated 52 employees and 6 complexes** (900 apartments in Austin/Memphis/Nashville communities). **Established organizational structure and operating budgets, managing $15M operation.**

• **Reduced overall variable operating expenses of properties by 9.6%** through cost reduction initiative.

• **Negotiated reduction in property tax exposure by 10.1%** following review of personal and property taxes.

•As part of risk management oversight, **reduced overall insurance costs 16.7% across portfolio.**

**Chief Financial Officer, Bristol Development** *(2000–2001)*

• Managed IT, Finance/Administration, accounting, forecasting, budgeting, analysis, financial/tax reporting.

• Led negotiations, structured deals, and directed lending relationships. **Negotiated terms of debt totaling $58M** (including short-term financing, rate swaps).

**VULCAN CHEMICALS COMPANY | Birmingham, AL 1998–2000**

*$600M division of publicly held Vulcan Materials. Reported to Vice President/Controller/Divisional President.*

**Manager, Financial Services | Vulcan Performance Chemicals** *(4/2000–8/2000)*

Managed staff of 9 with complete oversight for all finance/accounting/budgeting of $200M+ division (operations in U.S., Mexico, and Canada). Instituted company-wide best practices for centralized bidding and purchasing.

• **Successfully reorganized Financial Services, shifting focus from transactional accounting to analysis/corrective action.** Implemented redefined procedures. **Result: Increased efficiencies 30%.**

• **Instrumental in spearheading separation into commodity and specialty chemicals divisions.**

• **Manager, Business Analysis** *(Vulcan Performance Chemicals, 1/2000–4/2000);* **Senior Business Analyst and Interim Controller,** $20M California subsidiary *(Vulcan Chemicals Company****,*** *7/1998–1/2000).*

- **Increased profitability of Mexican subsidiary** through implementation of corrective action plan.

- **Boosted gross margin 5%** by launching manufacturing process improvements and cost/price analysis.

- **Added $0.6M to bottom line;** defined new contract terms, returning internal cost of capital rate for assets.

- **Facilitated strategic review with management;** identified 2 non-profitable business lines for divestiture.

**SCIENTIFIC-ATLANTA, INC. | Norcross, GA 1993–1998**

*$1B publicly held communications equipment manufacturer.*

**Controller, Headend Products** *(4/1995–6/1998)*

Named division’s first Controller, optimizing operations during high-growth period. Challenged to provide financial leadership across $72M division, overseeing Finance and IT for plants in the U.S. and Canada.

• **Negotiated shared services with other divisions. Identified/executed new divisional cost structure.**

**Financial Analyst, Distribution Products** *(1994–1995);* **Corporate Operations Analyst** *(1993–1994)*

• **Successfully reengineered purchasing function company- wide** (consolidating efforts across 8 divisions procuring $700M in goods/services). Redefined organizational structure, instituted best practices, and implemented process improvements.Process optimization **resulted in $5M first-year savings.**

**Earlier Career History** includes following progression:

• **Senior International Analyst** and **Senior Corporate Internal Auditor** (Augat Inc., Attleboro, MA; 4 yrs.)

*Served as interim controller, Germany (5 mos.) and United Kingdom (4 mos.)*

• **Staff Auditor** (Ensign-Bickford Industries; 2 yrs.) **Insurance Accountant** (Hartford Insurance Group; 2 yrs.)

**EDUCATION & DEVELOPMENT: MBA |** Univ. of Hartford, Barney School of Business | Hartford, CT *(2011)*

**• Beta Gamma Sigma Honor Society** (one of top 8 students in graduating class)

**Bachelor of Science Degree, Finance |** Providence College | Providence, RI *(1985)*

**General Electric's Management Training |** 3-week program, selected to attend by Scientific-Atlanta *(1997)*