January 11, 2012

Diane Scholnick

J. Morrissey

Hartford, Connecticut

Dear Ms. Scholnick:

Please consider me for the position **Director of Finance, New Strategic Business Development** with the healthcare insurance company.

I have strong experience in finance, planning & analysis, and cash management –within the insurance industry:

* 14 years in insurance – half with a Hartford P&C insurer and half with Bermuda reinsurance companies
* 9 years as CFO of mid-sized firms
* Skilled at financial modeling, forecasting and variance analysis
* MBA in Corporate Finance
* CFA (Chartered Financial Analyst) – an investment research credential

I am very familiar with the healthcare industry, its products, strategies and markets.

I am experienced at assessing controls, speeding cash flow, installing & upgrading accounting systems, liaising with outside parties, and presenting strategic and financial results to others in a way which leads to better decision making. If that meets your criteria, I’d very much like to meet with you.

Best regards,



Ted Pritchard

Ted Pritchard

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Cell 303-618-6864, ted@boulder.net

― *Corporate Financial Management* ―

Tango Strategy (consumer products research) – CFO (2006-present)

* Handle finances, contracts and backroom support for a group of consultants & researchers in constant motion nationwide.

Syvox Corporation (software) – CFO (2002-2007)

* Raised $19 million in equity and debt from venture capital investors to finance growth and product line expansion for 80-employee company (rev $7m)
* Integrated U.S. & European results into consolidated financials with performance measures and sensitivity analysis
* Managed contracts, leases, insurance, tax & banking requirements

Biostar Corporation (medical devices) – CFO (1998-2002)

* Developed offering prospectus for this venture capital-backed firm (rev $20m), leading to its acquisition by Thermo Electron, a $4 billion public corporation
* Oversaw manufacturing – reducing inventory, streamlining workflows, implementing employee-initiated improvements and outsourcing non-critical processes
* Managed equipment leases, government contracts, employee benefits and insurance

Renaissance Entertainment – CFO (1994-1997)

* Managed finance & accounting, SEC reporting and analyst relations for this NASDAQ firm (rev $4m)
* Consolidated divisional accounting from five locations into a unified system
* Selected and managed conversion to Great Plains accounting software

Centre Reinsurance (Bermuda) – VP Finance (1990-1994)

* Provided financial planning & business analysis for large-risk international reinsurer with 110 employees, $5 billion in assets and $735 million in capital, majority owned by Zürich Insurance
* Established collateral trust and letter of credit facility with J.P. Morgan
* Created operating policies & expanded employee benefit program

GTE Reinsurance (Bermuda) – Financial Manager (1987-1990)

* Controller for the Life & Disability Insurance subsidiary
* Installed new accounting system (Solomon) and forecasting model

Advisory Roles:

Blue Sky Bridge (child services) – Board Chair / Treasurer (2006-2009)

* Oversaw finances & board member for child & family services agency; recruited new Executive Director to revitalize services
* Eliminated outreach services where results could not be quantified

Knollwood Water District – General Manager/CFO (1999-2009)

* Ran operations and finances for municipal water distributor
* Upgraded and modernized mechanical equipment
* Built relationships with other municipalities for sharing equipment, manpower and expertise during emergencies

Colorado Academy of Art – Financial Advisor (2005-2008)

* Developed strategic plan to reduce debt, minimize cash, and expand services
* Built marketing plan to build customer awareness and expand services

Education: **MBA** – University of Connecticut

**BA** – Trinity College

**CFA** – Chartered Financial Analyst

**CIA** – Certified Internal Auditor

Member: CFA Institute

Institute of Internal Auditors

Bermuda Society of Financial Analysts – President

Financial Executives Networking Group (FENG)

Institute of Management Accountants

CFO Roundtable

