**Richard Bronstein**

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**WORK EXPERIENCE:**

**GXS (a portfolio company of Francisco Partners, Golden Gate Capital, and Cerberus) Washington, DC**

*Senior Associate, Global Corporate Development*  January 2009 – Present

* Sourced and performed financial and strategic analyses on global investment opportunities in the Technology sector including opportunities located in the following areas: U.S., U.K., Brazil, Nordic & EMEA regions
* Built comprehensive financial models including detailed valuation and merger models
* Co-created and presented investment committee presentations to executive team and private equity owners including developing investment theses and integration plans
* Assisted Chief of Staff with board of director presentations and strategic analyses
* Selected transaction experience:
  + $300mm acquisition of Inovis, a global B2B e-commerce provider; co-built the integration model, assisted with due diligence efforts, and co-led the anti-trust review process
  + Refinanced bank debt through $785mm bond offering; assisted CFO and Barclays Capital with due diligence efforts and the creation of the offering memorandum and roadshow presentation
  + Acquisition of RollStream, a SaaS supply chain services provider backed by Grotech and Core Capital; project Lead on merger model, co-managed functional due diligence teams, and led post-close working capital adjustment process, identifying and reclaiming adjustments worth 5% of the purchase price
  + Project Lead on the divestiture of certain GXS assets including creating the financial model, co-creating the information memorandum, managing the due diligence process, and interacting with bidders

**Berkery Noyes New York, NY**

*Investment Banking Analyst, Mergers and Acquisitions*  January 2008 – November 2008

* Analyzed companies, performed financial modeling and valuations, and assisted with marketing and client work; worked on sell-side and buy-side M&A deals in the Education and Education Technology sectors
  + Co-created sell side pitch presentations, information memorandums, and management presentations
* Selected transaction experience:
  + Represented Leeds Equity in their acquisition of Ex Libris, a portfolio company of Francisco Partners

**CMF Associates Philadelphia, PA**

*Analyst, Private Equity Coverage / Mergers and Acquisitions Group*  July 2007 – December 2007

* Private equity deal sourcing for middle market LBO firms and M&A advisory; assisted with advising two insurance companies for sell-side M&A processes

**UBS Investment Bank London, England and Stamford, CT**

*Associate, Equities & Convertible Bonds*  August 2005 – April 2007

* Supported institutional client relationships covering EMEA and U.S. markets and ensured seamless trading service; clients included Goldman Sachs, Citadel, and Charlemagne

**EDUCATION:**

**Smith School of Business, University of Maryland: College Park, MD**

*Master of Business Administration, Finance and Strategy Concentrations* Anticipated: May 2012

* Cumulative GPA: 3.7
* Organization Involvement: Selected as 1 of just 15 equity analysts for the Smith School’s Global Equity Fund covering Financial Institutions and Technology sectors

**Drexel University, LeBow College of Business: Philadelphia, PA**

*Bachelor of Science in Business Administration, Finance and Economics Concentrations* June 2005

* Cumulative GPA: 3.5
* Concentration GPA: 3.9
* Honors: Thomas Grebis Memorial Award for all-around excellence in finance and economics (2005)

**SKILLS AND INTERESTS:**

* **Technical Skills:** Financial statement analysis, M&A analysis, valuation analysis (DCF, Comps, LBO), integration planning and execution, CapIQ, Bloomberg, professional training (Wall Street Prep)
* **Interests:** Skiing (former professional ski instructor), lacrosse, travel, Chinese language (beginner)