

## Resumé:

### **WILLIAM EGAN, CPA, CFO**

*Mr. Egan is a senior level executive with extensive hands-on experience in successfully adding value across the total enterprise. He is a results oriented leader with proven experience in both the environmental and financial fields. For environmental projects he has led or been part of teams working on mergers, acquisitions, and divestitures; Superfund projects; and remediation portfolios; preparing financial assurance, SEC and remediation cost estimates, budget tracking, and cash flow analyses. For the financial industry he has led fundraising (including venture capital/debt), acquisitions, and developing and implementing financial infrastructure for emerging enterprises.*

*He is adept at negotiating contracts and producing dramatic increases in cash flow. He has experience in successfully providing creative assistance in closing sales and finding alternative funding sources.*

*Mr. Egan was named 2009 CFO of the Year by the Pittsburgh Business Times.*

#### **Education**

- MBA, Robert Morris University, 2000
- BS/BA, Accounting, Duquesne University, 1994

#### **Registrations and Certifications**

- CPA license, Pennsylvania, 1997
- American Institute of Certified Public Accountants (AICPA)
- Pennsylvania Institute of Certified Public Accountants (PICPA)
- Economic Club of Pittsburgh, VP of Membership
- Pittsburgh Venture Capital Association (PVCA)
- Association for Corporate Growth (ACG)
- Certified QuickBooks ProAdvisor

#### **Fields of Competence**

- Mergers, Acquisitions, and Divestitures
- Strategic Financial Modeling & Planning
- SEC and Financial Assurance Estimating and Modeling
- PRP Financial Management
- Accounting Standards
- Tax Strategy
- Equity & Debt Financing (VC & Angel)
- Negotiation
- Financial Auditing

- CFO services to emerging companies (during periods of exceptional growth or turnaround)

#### **Key Financial Projects**

Mr. Egan was a key player in a company's acquisition by a \$100 million software enterprise. He was responsible for fulfilling due diligence requests, financial analysis, and assistance related to the purchase agreement. He also completed post-acquisition integration management. Acquisition closed in 36 days from preliminary term sheet to closing.

Orchestrated a \$5 million Series B venture capital financing that included current and new investors; and despite 2009 recession, co-negotiated with CEO a 48.5% increase in the stock price of company.

Creative assistance in closing (and negotiating) key sales and leveraging alternative financing sources including a R&D tax credit sale and loan, and successfully assisted in having company placed on federal GSA schedule.

Instrumental in managing a CRM-based emerging technology start-up company during the dynamic cycle of economic and industry growth and recession that included workforce expansion to over 60 employees and a revenue run rate of \$6 million by the end of its first year in operation.

## WILLIAM EGAN (continued)

Alongside CEO, successfully raised over \$3.4 million in Series A financing from private (Angel investors), public, and bank sources. Mr. Egan provided strategic financial modeling and recruited numerous Angel investors. He also served as company liaison to investors and bank stakeholders during the crucial first 2+ years of company's existence.

Directed (and heavily involved) in successful 3-year cash-to-accrual audit performed by then Big Five firm, resulting in a 'clean' opinion; this opinion was instrumental in receiving SEC approval to conduct the industry's first IPO to raise capital via the Internet.

Is the key team member managing all financial facets of several Superfund sites including cash calls, budget tracking, accounts receivable, tax implications, budgeting, and expense tracking.

Provides support on various remediation projects for budget tracking, SEC reporting, and financial assurance documentation including variable and stochastic cost modeling. Also acts in the lead capacity for contracts, negotiations, and accounts payable review and approvals.

Is a key team member for due diligence teams working on fast turn merger, acquisition, and divestiture projects preparing environmental liability cost estimates and cash flow analyses.

Also supports environmental related benchmarking efforts associated with corporate EHS management staffing, budgeting, and general and administrative finance.

### Publications and Professional Speaking

*Pittsburgh Business Radio 1360AM (guest):* 30-minute segment promoting *CFO of the Year* award and BitArmor Systems (November 2009). Program averages 27,000 listeners.

*New SFAS 141(R) Standards:* Wrote commissioned article for corporate client discussing new regulation affecting mergers and

acquisitions in environmental deals (March 2008).

*The Wall Street Journal:* Mr. Egan's CPA practice was exclusively profiled in a case study-style article for his ability to build a services company by marketing on a 'shoe-string' budget (May 2004).

*Turn Your Finance Department into a Profit Center (presenter):* Featured session presented to 150+ attendees at the Institute of Management Accountants annual meeting in Chicago, IL (June 2004).

*Pittsburgh Business Times, Pittsburgh Post-Gazette* and *PA Manufacturer* magazine (contributing author).

*Financial Dilemmas Symposium (moderator):* Pittsburgh Technology Council (June 2002).

*Finances in a Start-up: A Roadmap for Success (speaker):* Pittsburgh Technology Council Breakfast Briefing (December 2000).

*NAFTA and American Organizational Behavior (author):* Published white paper in *Public Administration and Management: An Interactive Journal* (a double-blind peer-reviewed journal devoted to the fields of public administration and management - May 2000).

*Toastmasters International:* Earned CTM designation after delivering 10 originally written speeches. Competed in public speaking contest; advancing to 3rd round and represented 12 clubs (1999).

*Carnegie Library of Pittsburgh (Downtown branch):* Annual speaker as part of yearly business program on varying topics such as taxes, roundtable on financial issues, retirement planning, etc. (1999-current).