



BLYTHE GLOBAL ADVISORS

FILLING THE GAP IN ACCOUNTING AND FINANCIAL EXPERTISE®

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BLYTHE TEAMSM

AN ALLIANCE OF
FORMER BIG FOUR
PARTNERS/
EXECUTIVES,
CURRENT INDUSTRY
ENTREPRENEURS,
AND FORMER
CORPORATE
FINANCE AND
ACCOUNTING
EXECUTIVES/
PROFESSIONALS.

EXPERT
ADVICE

SEASONED
LEADERSHIP

REAL-WORLD
EXPERIENCE

UNBIASED
PERSPECTIVE

INDUSTRY
EXPERTISE

TURN-KEY
EXECUTION

KNOWLEDGE
TRANSFER

Kevin Pacourek – Career-At-A-Glance

Profile

More than 20 years' experience in the areas of business process outsourcing, transition management, project management, public company reporting requirements and sales management.

Expertise

- ◆ Project management
- ◆ National and global account management
- ◆ Business integration
- ◆ Systems integration
- ◆ Transactional services practice leader
- ◆ Cross-discipline M&A planning
- ◆ Financial/accounting due diligence
- ◆ Post-merger cross-functional integration
- ◆ Revenue recognition
- ◆ Equity compensation
- ◆ M&As/IPOs
- ◆ Cost Synergy Planning and Realization
- ◆ Restructurings/impairments
- ◆ Strategic Planning and Analysis
- ◆ Culture Focused Analysis
- ◆ Forecasting and budgeting
- ◆ Time and resource management
- ◆ Business process optimization

Industry Experience

- ◆ Technology
- ◆ Healthcare
- ◆ Bioscience
- ◆ Life science
- ◆ Pharmaceutical
- ◆ Media
- ◆ SaaS
- ◆ BPO's

Education

- ◆ **BS in Business Administration**, California State University at Long Beach - College of Business Administration

Achievements-At-A-Glance

- ◆ **Co-led** the business combination and post-acquisition integration activities of a \$500 million business process outsourcing unit.
- ◆ **Conceived, developed, and implemented** a market penetration strategy for a newly combined \$1.2b business unit.
- ◆ **Expanded** service offerings via the development of strategic partnerships with diverse firms including DirecTV, Ernst & Young, Gibson Dunn & Crutcher, Microsemi, UST Global and Broadcom.
- ◆ **Sold and led** several business process outsourcing and optimization platforms that saved companies hundreds of millions dollars.
- ◆ **Increased** sales volume by 50 percent and scaled operations to meet increased demand.
- ◆ **Project managed** multiple IPOs simultaneously.

Highlights-At-A-Glance

RR DONNELLEY

As a **Managing Director** established new office locations while growing the \$1.2b business process outsourcing business unit and building new revenue services.



A DIVISION OF PR NEWswire

As **Vice President of Sales** responsible for the integration of Vintage into PR Newswire, created and executed synergy plan and exceeded all goals ahead of target and created several strategic business partner alliances.



UNITED SCIENCE & TECHNOLOGY GROUP

As **Executive Vice President** responsible for leading capital raises, developing the sales team and creating strategic partnerships.

Detailed resume follows.



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Kevin Pacourek – Career-In-Depth



BLYTHE GLOBAL ADVISORS *Partner – 2010 to Present*

- ◆ Established infrastructure by leveraging integrated project management tools and methodologies.
- ◆ Led and project managed several business transformation/optimization engagements.
- ◆ Led and project managed multiple cross-functional integration projects.
- ◆ Served as team leader for post-merger cross-functional integrations projects that included finance/accounting, business process and systems.
- ◆ Identified long-term objectives based on significant investments in technology, people and processes.
- ◆ Identified potential clients. Negotiated fees, services and billings.
- ◆ Established new offices in San Diego and Los Angeles with market goals and penetration plans.
- ◆ Established recurring revenue model to enhance core business.
- ◆ Increased sales by 100 percent for both individual projects and long-term engagements.



Executive Vice President – 2009 to Present

- ◆ Led capital raises for both debt and equity.
- ◆ Developed operational team.
- ◆ Created strategic partnerships to enhance service offerings.
- ◆ Developed access to leading-edge IT resources beyond the normal portfolio of accounting consulting companies to help clients optimize people, processes and systems.



A DIVISION OF PR NEWswire

Vice President of Sales – 2010 to 2011

- ◆ Recruited to establish a sales infrastructure and lead the integration of Vintage into PR Newswire 18 months after acquisition.
- ◆ Increased sales volume by 50 percent and then augmented staff by 40 percent to meet demand.
- ◆ Created a corporate-level sales team to cross-sell enterprise-wide solutions.
- ◆ Initiated numerous large transactions utilizing multiple PR Newswire market segments.
- ◆ Identified one-, three- and five-year performance goals based on significant investments in technology, people and processes.
- ◆ Finalized a national marketing strategy in collaboration with other executives that facilitated uniform messaging while emphasizing new revenue streams.
- ◆ Implemented sales tools including Salesforce CRM and the Miller Heiman Strategic Selling® process.
- ◆ Developed strategic alliances with business partners that expanded service offerings.



Kevin Pacourek – Career-In-Depth



Executive Vice President of Business Development – 2009 to 2010

- ◆ Directed all account management activities within Dell Services from the executive level to the department level. Maintained complete P&L responsibility. Managed the proposal generation process and directed service delivery teams.
- ◆ Exceeded revenue goals, achieving more than 158 percent of budget. Expanded the strategic business partnership with Dell Services, driving a 16 percent revenue increase during 2009.
- ◆ Created a business intelligence unit to increase solutions value.
- ◆ Developed new strategic partnerships with diverse firms including DirecTV, Ernst & Young, Gibson Dunn & Crutcher, Microsemi, RR Donnelley, UST Global, and Broadcom.
- ◆ Developed and executed a new marketing strategy that drove multiple new sales initiatives.
- ◆ Recruited key hires to develop new lines of business and to create tools that reduced calls and improved productivity.
- ◆ Streamlined sales processes with salesforce.com.
- ◆ Collaborated with the CIO to create a workflow management tool that increased staff accountability and produced custom ERP reports that enabled more efficient billing and revenue capture.
- ◆ Initiated the ISO certification process and developed critical internal controls with process management.

RR DONNELLEY

Managing Director – 2000 to 2009 Site Lead/Senior Project Manager – 1998 to 2000

- ◆ Co-led the post-acquisition integration activities of several business units including the \$400 million acquisition of the business process outsourcing (BPO) unit.
- ◆ Established new office locations while growing the BPO business unit. First sales representative to close an enterprise solution for BPO services.
- ◆ Assisted clients with SEC filings, mergers and acquisitions, IPOs and due diligence activities.
- ◆ Led several high profile transactions within law firms, auditing firms, private equity firms and investment banks.
- ◆ As part of the senior visionary team, created new services including strategic partnerships, creation of virtual data room and XBRL filing solution.
- ◆ Developed pursuit strategies to win new clients. Managed key client and influencer relationships, strategic marketing plans and budgets.
- ◆ Spearheaded the firm's entry into the SaaS market space in cooperation with other senior managers.
- ◆ Reduced customer costs by leveraging technology to develop custom applications that enabled relocating many accounts payable/receivable functions offshore. Efforts reduced staff from 70 to 20.
- ◆ Conceived, developed and implemented a one-stop-shop cost model that enhanced the company's core value proposition.
- ◆ Directed Arizona market activities in-state and then remotely. Targeted and landed 23 new clients in a market heavily dominated by the company's largest competitor.
- ◆ Worked closely with operations personnel to develop a workspace tool that gave the company the distinct competitive advantage of being able to sell upstream.
- ◆ Partnered with several business units to market and sell enterprise-wide outsourcing solutions to global clients.



Kevin Pacourek – Career-In-Depth

Training

- ◆ Miller Heiman Strategic Selling® Course
- ◆ Executive leadership training in hospitality management at Arizona State University, School of Hospitality

Associations

- ◆ Created and hosted the Orange County Hot Topics Seminar that attracted more than 500 C-suite professionals a year.
- ◆ Co-chair of Orange County's American Heart Association Gala 2006 - 2008 that raised more than \$600,000.
- ◆ Co-chair of the Wounded Warriors 2010 golf tournament that raised more than \$50,000.

Technical Proficiency

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|----------------------------|---|
| ◆ Salesforce | ◆ Virtual data rooms (i.e. Venue, DataSite, Intralinks, |
| ◆ Microsoft Visio | ShareFile, etc.) |
| ◆ Microsoft Project | ◆ Microsoft Word/Excel/PowerPoint |
| ◆ Wrike Project Management | |