

Kevin Pacourek

Kevin is a business transformation and transaction advisory leader with more than 25 years of experience spanning business process outsourcing, transition management, project management, and public company reporting requirements. His background includes senior leadership roles guiding complex M&A integrations, IPO support, systems implementations, and large-scale operational transformations across technology, healthcare, life sciences, media, and SaaS organizations.

Credentials & Expertise

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

Industries

- | | |
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| <ul style="list-style-type: none"> ◆ Technology ◆ Healthcare ◆ Bioscience ◆ Life science | <ul style="list-style-type: none"> ◆ Pharmaceutical ◆ Media ◆ SaaS ◆ BPO's |
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Highlights

- ◆ **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.
- ◆ **Vintage** - 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.

Associations, Certifications & Training

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

Technical Proficiency

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

For over 15 years, BGA has proudly filled the gap that often exists between accounting firms striving to maintain independence and their clients. We understand the compliance requirements and needs of our public and private clients. Our unwavering commitment to excellence has enabled us to assist thousands of domestic and international companies with everything from complex M&A transactions to IPOs and technical accounting for financial reporting.

Kevin Pacourek

Credentials & Expertise



Achievements

- ◆ 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.



Education

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

Experience



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.

Kevin Pacourek

Experience



United Science & Technology Group ◆ 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.



Vintage ◆ 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.



Precise Technology ◆ 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.

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Experience

- ◆ 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

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.

Contact Us

Blythe Global Advisors, LLC

Blythe Global Advisors is headquartered in Southern California with a broad geographic reach across the United States via the BlytheTeam®

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