

Gary Guttman, CEO of Capital CFO Services

As CEO of Capital CFO Services, Gary Guttman has an extensive track record in helping B2B companies achieve and manage growth, increase their enterprise value and, in many cases, exit successfully. Gary has led merger, acquisition and due diligence initiatives resulting in the successful sale of seven companies with a value of more than \$100 million. The annual revenues and industries of some of these companies are a \$36M staffing business, a \$25M staffing business, a \$9M security enterprise, a \$5M internet communications company and a \$3M environmental consulting practice.

Gary has a proven track record in executing and achieving operating, financial, and strategic goals, by:

- Creating strategic plans and executing down to the functional and task level in order to realize increased sales and profitability.
- Preparing both companies and owners for the sale of the business by improving financial results, streamlining accounting operations, and managing human resource activities.
- Bringing organization and structure to accounting and back office operations.
- Managing communications between business owners and CPA's to ensure the owners received appropriate tax advantages.
- Leading and improving other administrative functions, including Human Resources, Information Technology, Facilities and Legal.

Corporate Management

In addition to his role at Capital CFO Services, Gary served as Chief Operating Officer and interim Chief Financial Officer of Clovis Group, a Washington, DC-area staffing firm, where he was responsible for all back office operations including accounting, treasury functions, human resources, office administration and Information Technology (IT). Gary was also instrumental in helping lead Clovis through its successful acquisition by a national firm.

Prior to founding Capital CFO Services, Gary served as Chief Financial Officer and Vice President of Operations for The MYTA Corporation, a privately held IT consulting and staff augmentation firm servicing the Washington, D.C. area that was acquired in 2002.

Prior to his role with MYTA, Gary served as Controller at Landmark Systems Corporation, at the time of their initial public offering. Landmark developed and sold Performance Management software products. In his role at Landmark, Gary was responsible for the preparation of consolidated financial statements and disclosures for Landmark's IPO as well as coordination of document review for Form 10Ks, Form 10Qs and the Annual Report. In addition, Gary supervised financial statement preparation for six wholly owned foreign subsidiaries.

Prior to his role with Landmark, Gary served as the Accounting Manager at National Telephone Services during the period of time when their revenues increased from \$7M to \$190M in a three year period.

Education

Gary graduated with Cum Laude honors from the University of Pennsylvania Wharton School, with a Bachelor of Science in Economics with a concentration in Accounting.