

# OFFICE OF THE CFO

## ABOUT AC LORDI

AC Lordi is a boutique consulting firm of 100+ professionals founded in 2001 offering accounting and finance, risk and compliance, business advisory, and CFO services. We provide clients with high-level professionals with expert skills, a strong work ethic, and the proven tools necessary to complete critical projects. Headquartered in the Greater Philadelphia area, we have performed work in fifteen states and ten countries for a broad range of clients from emerging growth through multi-national organizations. Our Office of the CFO practice helps our clients get the high-level leadership they need to move their businesses forward and tackle their financial and strategic challenges as an alternative to hiring a full-time CFO.



### Frank Lordi, CPA

*Managing Principal & CEO*

- 25+ years of public accounting and consulting experience
- Served as part-time CFO for numerous early stage companies
- Interim Controller for \$5B chemical company during IPO
- Strategic advisor to several emerging growth companies



### Frank Stumpo, CPA, MBA

*Director, Office of the CFO*

- 19+ years experience in CFO role
- Managed all financial and administrative functions for PE backed firms
- Led several highly successful LBO's through entire life cycle (acquisition, growth and exit)
- Identified and implemented strategies to improve operational efficiencies within startups, M&As and global organizations



### Chris Schnittker, CPA

*Director, Office of the CFO*

- 25+ years financial management experience including serving as CFO of several public and private life science and technology companies
- Executive level corporate governance, strategic planning, analysis, and change management experience
- Former PwC manager with background in accounting, reporting, & internal controls



### Colleen Tofani, CPA, MS

*Director, Office of the CFO*

- 30+ years experience, including a Masters in Taxation
- Served as part-time CFO/Controller for early-stage private life science and technology companies
- Acted as temporary Director of Finance for a non-profit company
- Led buy-side due diligence process for several clients

## SELECTED CLIENTS


## REPRESENTATIVE ENGAGEMENTS

<p><b>A \$180 million global specialty chemical company carve-out.</b></p>	<p>Provided interim accounting services while company established its internal accounting team, and supported CFO:</p> <ul style="list-style-type: none"> <li>• Purchase accounting</li> <li>• Developed first annual budget, and prepared accounting policies and procedures</li> <li>• Designed finance organization and hired full-time staff</li> <li>• Prepared initial 10-Q and 10-K</li> <li>• Prepared position papers on complex accounting issues including stock compensation, purchase accounting, business segments, and functional currency evaluation</li> </ul>
<p><b>A PE-backed clinical research technology firm.</b></p>	<p>Provided value added services to the newly seated Chief Financial Officer:</p> <ul style="list-style-type: none"> <li>• Developed/implemented a system for global treasury reporting and cash flow projections across multiple business units in North America, EU, Asia and the Pacific Rim</li> <li>• Standardized reporting and validation of backlog reporting across multiple business units</li> <li>• Provided interim management for FP&amp;A group to complete annual budget process in a compressed timeframe</li> </ul>
<p><b>A global building product manufacturer.</b></p>	<p>Provided interim controller who had deep building products experience and later provided business advisory and accounting services, including:</p> <ul style="list-style-type: none"> <li>• Participated in organizational restructuring of the company and establishment of new business segments</li> <li>• Prepared purchase accounting for a large acquisition of a building products manufacturer</li> <li>• Prepared all purchase accounting and predecessor/successor financial statements for sale of company to PE firm</li> <li>• Prepared accounting policies and procedures</li> </ul>
<p><b>A chemical company carve-out, acquired by private equity.</b></p>	<p>Provided multiple services to newly seated CFO including:</p> <ul style="list-style-type: none"> <li>• Led purchase accounting for approximate billion dollar acquisition; settled working capital adjustments with seller</li> <li>• Managed debt accounting for multi-million dollar term loan and senior notes, and subsequent debt modification</li> <li>• Completed offering memorandum and comfort letter for multi-million dollar senior note offering regarding subsequent business combination with leading international specialty chemical company</li> <li>• Prepared audit-ready financial statements for successor and predecessor entities; coordinated external audit with Big 4.</li> <li>• Prepared quarterly financial statements, MD&amp;A, Adjusted EBITDA and loan compliance reports to PE and lenders</li> <li>• Performed interim controller role for three quarters during company reorganization</li> <li>• Provided accounting whitepapers for purchase accounting, inventory, debt issuance costs</li> </ul>
<p><b>A PE-backed provider of outsourced logistics and distribution.</b></p>	<p>Provided assistance to the newly seated CFO in a number of critical areas including:</p> <ul style="list-style-type: none"> <li>• Purchase accounting, goodwill &amp; intangible assets valuation, and impairment testing</li> <li>• Prepared audit ready financial statements, serving as primary liaison with Big 4 audit firm</li> <li>• Helped development and roll-out controls to support month-end close and improve financial reporting environment</li> <li>• Developed uniform methodology to measure and manage assets including implementing operational controls and KPI's for improved asset management</li> <li>• Prepared post-acquisition working capital analysis and assisted in negotiations with seller</li> </ul>

## AC LORDI SERVICES

### Accounting

- Accounting Outsourcing
- Interim Resources
- SEC & Financial Reporting
- Special Projects
- Technical Accounting
- Valuation

### Risk & Compliance

- Enterprise Risk Management
- Internal Audit
- Regulatory Compliance
- Sarbanes-Oxley
- Systems Audit & Consulting

### Business Advisory

- Business Analytics & Reporting
- ERP/Financial Systems
- Finance Transformation / Change Management

### Office of the CFO

- Budgeting & Forecasting
- Financial Due Diligence
- Fractional & Interim Executives
- Post-Acquisition Integration & Carve-outs
- Transaction, IPO and Audit Readiness