

## **Linley S. White** CFO, MBA, BSIE, CPA

### **Professional Capabilities and Interest Statement**

Mr. White is a former CFO with broad business management and finance experience in multiple industries. Most recently, he served for 10 years as CFO for Storage Systems Unlimited, Inc. in Franklin TN, until his decision to reduce his working hours. Mr. White is still working part time at the company on a contract basis, performing certain key functions of the CFO role. Mr. White's professional interest going forward is to utilize his extensive experience helping other companies identify and achieve their strategic and operational goals associated with the financial function.

At Storage Systems Unlimited, a healthcare equipment distribution company, he proposed and helped implement a business plan to diversify and grow the customer base and revenue. Mr. White managed all financial, HR and IT functions, and built an infrastructure to support the anticipated growth with limited growth in financial and customer service staff. Revenue doubled over a four year period.

As Senior Vice President of Integrated Resources, a New York based investment banking company, he tripled the sales volume of a previously flat territory in one year, and raised over \$300,000,000 of privately placed equity over a six year period. After this experience, he joined the former chairman of the Integrated Resources broker dealer to form an investment banking firm, Western Equities Inc. Mr. White was the Financial Principal of the firm. The company analyzed dozens of investment opportunities, nine of which were financed with approximately \$17,000,000 of private equity raised by the company. Two of these companies were managed by Western Equities. One was a startup long distance carrier which grew to \$10,000,000 in revenue, and was sold to a larger communications company. The other was a golf club manufacturer which was sold to Golfsmith, who still manufactures and sells the clubs today.

Mr. White's management experience also includes building a startup PBX dealership to the seventh largest in the nation selling a system later purchased by Intel, and creating and implementing a successful marketing concept to help financial services professionals build their businesses. Mr. White was also a Consultant for Touche Ross & Co. (Now Deloitte & Touche) where he became an industry expert on automating administrative systems for multi-billion dollar revenue regional grain cooperatives. Approximately 20,000 hours of consulting services were purchased based on his expertise.

Early in his career, Mr. White became the manager of the large boat assembly line for Glastron Boat Company, at the time the largest fiberglass boat manufacturer in the world. Prior to his employment, the relatively new plant was underperforming design capacity by approximately 50%. With respect for the employees own knowledge, an understanding of human nature, and a little application of engineering principles, production was doubled within 9 months.

Mr. White is known as a problem solver, and is particularly skilled at identifying barriers to success and removing them. His broad range of experience enables him to understand whether a problem is related to manual or IT systems, personnel motivation or organization, marketing or sales, finance or accounting, or other fundamental business issues. Mr. White holds an Industrial Engineering degree from Kansas State University, and an MBA with a finance focus from the University of Texas at Austin, and is a CPA (Colorado).

For more information or to contact go to: [www.linleywhite.com](http://www.linleywhite.com)