



# Todd Henne

*Fractional Executive CFO*

## About Todd

Todd Henne is a highly accomplished, results-driven senior accounting and financial management executive with more than 40 years of progressive experience in accounting, finance, and operations management within start-ups and global multi-million-dollar organizations. He has a demonstrated ability to streamline and optimize business operations to drive growth, efficiency, and bottom-line results. Todd is adept at determining the current state of a company by assessing resources, technology, personnel, and creating a detailed plan to help the organization reach both short- and long-term goals and milestones. His approach is to bridge the gap between the two sides of the company, current and future, with proven strategies to spur the organization forward. Todd knows that it's vital to have a good team in place, which is why he puts a focus on mentorship, guiding employees toward the next steps of leadership and contributing to company goals. Todd's favorite part of being a CFO is getting the opportunity to look ahead, drafting a blueprint for the future.

## How Todd Has Helped Businesses Optimize Performance

- **Strategic financial planning** – Planned, developed, organized, implemented, directed and evaluated full-service electrical contractor's fiscal functions and performance. Revamped entire budgeting systems and provided 24-month forecasting. Established rigorous processes around budgeting to ensure that cash flow was maintained and that profitability was a key focus. Grew revenue from \$250M to \$450M over the span of seven years.
- **Software implementation** – Led over 10 companywide software implementations for various businesses including SAP, Intacct, Viewpoint, and FP&A. This included assessing current systems and functions and planning out future needs. The selection process involved determining requirements and finding best technology solution that would support current business functions and projected growth. Once software selection was made, spearheaded implementation and training.
- **Mergers and acquisitions sell-side** – Guided a global leader in governance, risk, and compliance software and services through sale to a PE firm. Prepared and oversaw analysis of income, expenses, and earnings based on past, present, and expected operational activities. Managed audit and financial planning for the Chairman of the Audit Committee and secured in excess of \$75M for the sale of the company.
- **Mergers and acquisitions buy-side** – Performed due diligence on target acquisitions companies for an industry-leading technology services provider in interactive voice response (IVR) solutions. Established financial, banking, and cash management relationships, facilitating the purchase of four different companies at \$20M total value to round out services portfolio.
- **Financial and team leadership** – Leveraged clear communication and mentorship to lead and manage a 30-person team spanning numerous departments including accounting, technology, HR, facilities, and fleet. Maintained positive relationships with all direct and indirect reports, being available and approachable. Shared the path of the company and how the employees' roles were imperative to that journey to gain loyalty and support morale.

## Expertise

### Industry Experience

- Technology
- General Construction
- Specialty Construction Electrical
- Specialty Construction Mechanical

## Specialties

- Accounting & Financial Management
- Controllership & Decision Support
- IPO and M&A
- Investor Relations
- Business Planning & Analysis
- Growth Strategy Development
- Performance Measurement
- Financial Analysis & Reporting
- Resource Management
- Software Selection & Implementation
- Contract Negotiation

## Contact Information

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## Financial Leadership Experience

- Chief Financial Officer and Secretary; EC Company, Portland, OR
- Consultant; CFO Selections, LLC, Portland, OR
- Chief Financial Officer; VIA, Inc. and Veelo, Inc., Portland, OR
- Chief Financial Officer; Pavilion Properties, LLC, Portland, OR
- Chief Financial Officer and Secretary; NAVEX Global, Portland, OR
- Chief Financial Officer/Controller; C. Stein, Inc., Vancouver, WA
- Chief Financial Officer; Air Filters Northwest, Inc., Tigard, OR
- Chief Financial Officer; Prosodie Interactive, Inc., Lake Oswego, OR
- Chief Financial Officer; MetStream Communications, Inc., Beaverton, OR
- Controller and Senior Financial Analyst; Enron Broadband and FP Utility Solutions, Portland, OR

## Clients and Companies Served

- EC Company
- CFO Selections, LLC
- VIA, Inc. and Veelo, Inc.
- Pavilion Properties, LLC
- NAVEX Global
- C. Stein, Inc.
- Prosodie Interactive, Inc.
- MetStream Communications, Inc.
- Enron Broadband and FP Utility Solutions

## Education

B.S. – Accounting with Minor in Computer Science and Math – Oregon State University  
Certified Public Accountant – State of Oregon

## Awards

2011 Portland Business Journal CFO of the Year  
2010 Semi-finalist for Portland Business Journal CFO of the Year