

## Experience + Expertise = Value

Springer Lawson & Associates' experienced CEOs, CFOs and CTOs have successfully created and sold businesses; managed M&A deals; grown sales pipelines; restructured and managed workforces, reduced operating costs and grown annual revenues; and turned around struggling businesses.

Highlights from the extensive careers of our professional team include:

Managed turnaround of one of the world's largest PE firm's portfolio company increasing revenue by \$100 million with 85% capture rate and \$230M sales pipeline

Helped lead aerospace and defense contractor through a sell side transaction; prevented impairment of value by proactively addressing DCAA and external audit issues

Integrated a \$100M security company into the \$100B parent organization resulting in a go-to-market strategy with an enhanced security services offering

Led a post-911 \$400M Command, Communication Survivability Program to transform the Pentagon's communications infrastructure

Led the carve out of a \$50M operating unit to win multiple purchase offers

Created a new \$6M revenue source and reduced \$3M in operating costs for an international publishing and digital media company

Led 300-member sales team to meet \$400M annual sales quota for one of the world's largest telecoms

Turned around a \$50 million defense contractor from a significant loss to breakeven to positive at the EBITDA line over a 6-month period

Consolidated five factories with 21 product lines into one operation that generated \$250 million in revenue for a manufacturer

Implemented sales processing and accounting systems for a parent company and two subsidiaries that increased net income from 6% to 12% of sales

Raised \$12M in VC funding for a leading education company

Led or supported IPOs resulting in raise of over \$135 million

Founded and sold a mid-sized government contracting firm with an Intel services unit that grew more than 30% per year for 5 years

Led turnaround of a major telecom consulting contract from losing \$100K per month to earning \$50-60M per year for 10 years

Co-founded and led a \$45M per year government contractor

Participated in over 40 M&A transactions, buy and sell side