

# DARYL CROCKETT

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## SUMMARY

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Seasoned consultant with C-level experience. Wide variety of industries including, pharma/bio-tech, software, hi-tech, import/export, real estate, and small business development. Results oriented individual with demonstrable skills in areas such as business process development, project management, organizational analysis, compliance, systems implementation and integration, assessing and improving communications, management coaching, identifying excess and waste, and streamlining organizations – all leading to increased productivity and profitability.

## HIGHLIGHTS

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- CEO of several successful start-ups in widely-varying industries
- CFO of a publicly traded company & CFO of several rapid-growth privately held companies
- Extensive hands-on international project management experience
- Experience in concept-to-market product development with imported products, including prototyping, sourcing, patent development, distribution, and marketing plan development
- Foreign subsidiary setup & monitoring, including Commissionaire Agreements, VAT, Transfer Pricing and other foreign regulatory and taxation issues
- Experience with IPO Preparation, Mergers & Acquisitions, due diligence, execution & business valuation
- Capital Venture Fundraising, Due Diligence, and Closing experience
- Experience with Quality, Compliance & FDA Regulatory Issues for the pharma /biotech industry
- Business Development & Turnaround Experience

## PROFESSIONAL & CONSULTING EXPERIENCE

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### **2002–Present Peppermill Consulting**

**Southborough, MA**

*President & Founder* of Consulting Firm specializing in strategic planning, management coaching, and systems integration for rapidly changing firms:

#### ***Boston Scientific Corporation (BSX)***

*Natick, MA*

*2002 to Present ~ Bio-tech Medical Device Company*

- Led Data Migration and Data Cleansing efforts for SAP unification project across 27 countries.
- Managed SAP data migration of 20+ countries' disparate systems into one single instance in six waves in 4 years.
- Developed Transfer Price calculation model for subsidiaries in Israel, South Africa, Turkey & Chile.
- Developed integrated Chart of Accounts and month end closing strategies for Central Europe subsidiaries that supported both US GAAP and local GAAP requirements for Hungary, Czech Republic & Poland.
- Worked with multiple systems, including SAP, Hyperion, Pillar, BW, Access, PowerPlay, Impropu, Great Plains, Exact, and Business Objects Crystal Reports, Protheus / Microsiga, and Windchill and various Workflow software

### **2002–Present Peppermill Management**

**Southborough, MA**

*President & Founder* of business incubation company, which has given rise to the creation, development and ownership of these enterprises (a partial list):

*ShuGizmo.com (Practical Soles, Inc.) Velcro-surfaced children's shoes and apparel which can be decorated with gizmos from an accompanying kit. Product Launch Date: July 2010*

- US Trademark received on ShuGizmo for Apparel, Footwear and Stickers
- International Patent Pending
- Projected year 5 revenues of \$100M+

*Peppermill Productions Writing and Character Development for animation, sitcoms, & screenplays*

- Copyrights on 6 animation character series
- Copyrights on 2 TV sitcom treatments and 3 screenplays

*Holiday Road, LLC Partner in Reality TV Series Concept with a companion international organized tour company – currently seeking \$850K in financing*

- Pilot and Sizzle reel projected to be completed by June 2010 (www.HolidayRoadTours.com)
- Projected year 5 revenues of \$100M+

**2000–2002 NuGenesis Technology Corporation**

**Westborough, MA**

**Chief Financial Officer**, *Software firm catering to the Biotech & Pharmaceutical Industries*

- Contributed in growth of the company from \$3 M to \$18 M in sales in 2 years period.
- Established 6 foreign corporations and infrastructure in less 9 months
- Participated in 21 CFR Part 11 and Vendor audits
- Implemented new ERP system, including SOP, Inventory, AR, AP, PO, CRM and GL modules
- Closed two successive large venture capital rounds
- Established and managed IT, Human Resources, Manufacturing, & Administration departments, creating standard operating procedures and corporate policies
- Positioned the firm for IPO pending status
- Organized merger target due diligence team for several potential acquisitions
- Managed large cash portfolio

**1989–2000 Peppermill Consulting**

**Southborough, MA**

**President & Founder**

*(Continued from above)*

*Labtec Corporation (LABT) / Spacetec IMC Corporation*

*Lowell, MA*

*May 1998 to June 1999 ~ Computer peripheral device manufacturer*

- Contract Interim CFO for publicly traded company
- Participated in reverse-triangular merger due diligence and execution with \$70 million dollar computer peripherals device manufacturer
- Managed \$8 million in capital raised in an IPO
- Filed SEC10Qs, 10Ks & 8K
- Coordinated year-end audit with PWC
- Managed the incorporation and eventual dissolution of three European foreign entities
- Completed MRP systems integration
- Reduced Accounting staff by 50% while shortening the closing cycle

*BitFlow Corporation*

*Woburn, MA*

*May 1997 to 2000 ~ Hi-tech camera interface hardware & software manufacturer*

- Contract CFO Services
- Created Strategic plan for future staffing & growth
- Integrated Accounting system with Great Plains Dynamics, including Inventory Management, Mfg. Cost Accounting, GL, AP, AR, SOP and Purchase Order Processing
- Prepared Tax Returns with outside CPA firm
- Participated in Business Valuation and corporate litigation

*Leerink Swann & Company*

*Boston, MA*

*May 1999 to 2000 ~ Investment Banking & Stockbrokerage firm*

- Contract CFO Services
- Implemented Accounting system selection & implementation, including Project Costing, TimeKeeper, AR, AP, GL, and T&E.
- Integrated Bear Sterns web-interface with back office reporting system (Xtiva, Commission Manager)
- Trained staff

*MPSI, Inc.*

*Lynnfield, MA*

*November 1997 to March 1998 ~ Portable Storage Leasing Company*

- Contract CFO Services
- Participated in Business Valuation
- Coordinated with the Due Diligence Team and execution for \$12 million GE Capital merger
- Completed accounting system integration with Open Systems
- Participated in Massachusetts Sales Tax Audit

*The Wellesley Companies*

*Framingham, MA*

*June 1994 to December 1998 ~ Mortgage Banking, Real Estate Development, Commercial & Residential Building Leasing*

- CFO Services
- Managed large Real Estate Loan Portfolio
- Implemented Property Management system (Rentroll)
- Designed & Implemented Real Estate Development Cost Tracking system
- Participated in Year End Audit work

**1989–1994 The Workout Clubs**

**Hingham & Marshfield, MA**

***President & Founder***

Unique two-store chain of fitness centers catering to families with young children:

- Conceived and developed Massachusetts's highest per-square-foot grossing fitness facility (at its peak)
- Founded Dyno Dude Kid's Club (a unique fitness facility just for kids <6 years old)
- Built Staff of 60, and offerings of 70+ classes per week
- Established separate retail boutiques offering athletic footwear and apparel and equipment

## EDUCATION

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**Bryant University**

Smithfield, RI

- B.A. in Accounting

**New Hampshire College**

Manchester, NH

- MBA Program, Concentration in MIS

AFFILIATIONS 2008–2009 Board of Directors, Wild Women Entrepreneurs, Boston MA