

# SCOTT BOGART

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## EXECUTIVE MANAGEMENT

*Executive • Operations • Sales & Marketing • Negotiation • Finance • M&A*

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### **Executive & Operational Management**

Managing partner of the CPA firm that was the primary accountants for the Kinko's organization from 1985-1997. Participated in the senior management of numerous companies in the capacity of CFO, with experience as COO and CIO. These positions included the development of overall business strategy, as well as the development, execution, and measurement of business plans.

### **Marketing & Sales Management**

Co-managed sales teams during a seven-year period for a company that sold products and services to national markets, and participated in developing sales strategy and planning for various other companies. Served as Sales and Marketing Director for the CPA firm that was the primary accountants for the Kinko's organization from 1985-1997, and performed all sales and marketing activities for a CFO services firm.

### **Negotiation**

Experienced in the negotiation of purchase and sales contracts, employee termination agreements, real estate leases, and the collection of corporate debt. Served as the primary negotiator for the early termination of over \$50 million of operating leases involving 150 lease vendors, saving the lessee millions of dollars from the amounts provided in the original lease contracts.

### **Financial Management**

Ten years of experience as full-time CFO for two companies selling products and services to national markets, and an over ten years of additional experience performing CFO services for scores of middle market companies. This experience includes: management of the finance department, human resources, risk management, treasury management, banking relationships, raising capital, liaison to attorneys and accountants, establishing and enforcing internal controls, due diligence, and reporting to stockholders.

### **Mergers and Acquisitions**

Participated in the successful merger and acquisition of several companies, including the roll up and sale of the Kinko's Organization to Clayton, Dubilier, & Rice in 1997. M&A activities include due diligence, preparing companies to be sold, assessing potential buyers, negotiating business valuations, and working with retained legal and accounting professionals with closing activities.

**PROFESSIONAL EXPERIENCE**

**CFO OUTSOURCE, LLC**, Ventura, California  
**Managing Member**, June 2007 – Present

CFO services provided to mid-cap companies that need the expertise of an experienced and qualified Chief Financial Officer without having the need to fill a full-time position. Clients choose only what they need from the array of possible CFO activities. Clients have included retail chains, manufacturing and distribution, biotech, executive training, internet communities, seminars, ground transportation, tourism, law firms, phone companies, construction, software development, and high-tech startup.

**DOLPHIN SEARCH, INC.**, Ventura, California  
**Chief Financial Officer**, Jan 2004 – June 2007

Angel/venture funded software development company, providing litigation support in the form of Electronic Data Discovery (EDD). Company clients included Fortune 500 companies and some of the world's largest law firms. In addition to the usual CFO responsibilities, duties included negotiating contracts and collections, selling additional services to existing client base, and assisting with positioning the Company to be acquired. The Company was sold to a competitor as a strategic acquisition in June 2007.

**DATAPROSE, INC.**, Oxnard, California  
**Chief Financial Officer**, 1997 – Jan 2004

\$24 million company with multi-state production facilities, serving national markets, providing commercial billing statements services to telephone companies and public utilities. In addition to CFO responsibilities, also managed an Enterprise Resource Planning (ERP) software migration, and was Interim Chief Operations Officer (COO) and Interim Chief Information Officer (CIO) during a two-year period. Remained active as a stockholder and advisor from 2004 until company was sold for \$39 million in 2008.

**BOGART, ELLIOTT & GRADY, CPAs**, Santa Barbara and Ventura, California  
**Managing Partner**, 1982 – 1997

Including clients such as Patagonia and Diamond Back Bicycles, this firm was the primary outside accountants for the Kinko's organization during the period when Kinko's grew from sales of \$80 million per year to over \$1.3 billion per year, and up until Kinko's was ultimately consolidated into one company. The firm produced quarterly compiled financial statements, provided detail operations analysis, was liaison to certified auditors and tax accountants, were consultants for two accounting system migrations, provided CFO functions for more than 20 of their multi-store retail entities, assisted with the consolidation of Kinko's into one entity, assisted with the private offering of Kinko's International, and negotiated the early termination of over \$50 million of equipment leases involving 150 different vendors following the consolidation.

**EDUCATION AND CREDENTIALS**

Juris Doctorate (JD) • SANTA BARBARA & VENTURA COLLEGES OF LAW  
*magna cum laude, salutatorian*

Bachelor of Science (BS) • SAN DIEGO STATE UNIVERSITY  
*cum laude*

Member • CALIFORNIA RECEIVERS FORUM

Former Accounting Professor • UNIVERSITY OF CALIFORNIA, SANTA BARBARA

***Professional Licenses:***

ATTORNEY AT LAW

CPA