

# David C. Farrell

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## CFO, M&A & RESTRUCTURING SENIOR EXECUTIVE PROFILE

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- CFO and Corporate Finance executive with 25+ years of experience in the U.S. and U.K. across Big 4 (KPMG US and UK), global consulting (FTI), listed companies, and Private Equity portfolio businesses. Accomplished in financial leadership, M&A, restructuring/ turnaround execution, and Strategic and Budgetary planning.
- Led 200+ corporate finance transactions totaling \$71B+ revenue/ \$36B valuation across **14 international jurisdictions** in core sectors namely **Government Contracting** (45 transactions), **Technology** (65 transactions in software, telecom, services, commercial), **Manufacturing and Industrials** (39 transactions including in automotive and housebuilding sectors), **Distribution, Franchisees and Business Services** (~50 transactions in asset rental, health, logistic support, blue collar services and energy) sectors.

## CORE COMPETENCIES

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- **CFO Leadership:** FP&A/Budget, Reporting, Controllership
- **Strategic Planning, Budgets & Resource Allocation**
- **M&A (Buy, Sell and Carve-Outs):** Strategy, Due Diligence, & Negotiation, Sell-Side Preparation, & Integration
- **Governance, Processes & Controls**
- **Forecasting:** P&L & Cash Flow/ Net Working Capital
- **Reporting:** Board, PE, Lender, Audit, Interim & KPIs
- **Restructuring:** Turnaround & Liquidity Management, Value Creation and Cost Optimization
- **Performance Improvement & KPI Frameworks**

## PROFESSIONAL EXPERIENCE

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### OnPoint Group | [onpointgroup.com](http://onpointgroup.com) | Consultant: 2020 to 2023; then Employee SVP, Finance and then CFO

- Promoted from consultant to SVP Finance and then CFO for \$800M+, 1,800-employee multi-site (~50 branch) business service highly leveraged portfolio of Private Equity, Harvest Partners.
- Partnered 24 acquisitions (\$300M revenue) and 2 carveouts (\$600M revenue).
- Directed initiatives including \$500M COGS review, SG&A optimization, cash flow and capex allocation enhancements and reduced net working capital from 14% to 10% of revenue.

### Farrell Advisory Inc. (corporate finance & CFO Advisory Firm) | [www.farrelladvisory.com](http://www.farrelladvisory.com) | 2015 – Present | President

- Led 57 corporate finance engagements (e.g., 4 Office of CFO, restructuring, 26 buy-side due diligence, 11 sell-side and working capital and earn-out disputes with combined revenue of \$1.8B) for mainly PE clients (Harvest Partners, Halifax, Arlington Capital, IDPE Private Equity, Bilgola Capital).

### Cherry Bekaert LLP | [www.cbh.com](http://www.cbh.com) | 2013 – 2015 | Principal (non-CPA Partner), Transaction Advisory Services

- Led 24 engagements totaling over \$1.2B in revenue to mainly PE clients (e.g., Black Orchid Equity, The Halifax Group, LBC Credit Partners, MSouth Equity Partners, Regions Bank and PNC).

### FTI Consulting | [www.fticonsulting.com](http://www.fticonsulting.com) | 2006 - 2013 | Managing Director, Transaction Advisory Services

- Led 65 buy-side, sell-side, restructuring and accounting advisory engagements for 30 clients with combined revenue of \$32B.
  - **Led 18 creditor and debtor side restructuring and business diagnostic engagements** (revenues in excess of \$14B) assisting SunTrust (LandAmerica), Bank of America, and Kodak with their strategic options.
  - **Led and performed** performance improvement engagement to multi-billion global government services provider in support of U.S. national security and foreign policy objectives.
  - **Subject expert matter for government contracting engagements for eight major clients.**
  - **Provided strategic advice and due diligence on 49 buy-side and lending due diligence engagements** for private equity, banks and large corporate clients.
  - **Led carve-out engagement for distressed Delphi** on \$1.4B revenue businesses.

### KPMG US | [www.kpmg.com](http://www.kpmg.com) | 2004 – 2005 | Manager, Transaction Advisory Services

- Supported 10 transactions including two major sell-side and carve-out engagements for Sara Lee, normalized five years of stand-alone earnings for 5 divisions with \$2B plus revenue, and BP, highly technical pro forma U.K. to U.S. GAAP reporting for \$20B plus revenue division; accountancy advisory for EMD, issues arising from divestiture from GM; and buy-side due diligence for BAE Systems and America Online.

### **LYNX plc ¶ 2000 – 2004 ¶ Group Commercial Manager/Head of M&A, Reported to Chairman**

- Managed disposal of Lynx Group plc, \$546M revenue technology and financial services business, to Skandia and repurchase of the technology businesses via Lynx plc, a Management Buy-Out (“MBO”) vehicle.
- Led negotiation and due diligence of 15 technology related transactions with combined revenue of over \$300M including:
  - Sales of leading U.K. pension software business, ERP and CRM software firm, Cisco networking products distribution business and automotive dealership software business.
  - Carved out business from a division, merged focused business with a new company and led reverse takeover of another company on AIM, the London Stock Exchange’s international market for small growing companies, of technical training businesses; and assisted in raising additional investment for the combined group on AIM.
- Delivered combined reduction in MBO debt from \$108M to \$14M in 28 months with potential shareholder profit of \$100M.
- Assessed financial, business and internal controls, risks and corporate governance for Board to comply with Turnbull Guidelines. Improved reporting and monitoring of the Board and authored and implemented new group business controls manual.
- **Interim CFO** for distressed UK/US subsidiary where I refocused the strategic and budgeted objectives of the business and led performance improvement (e.g., financial reporting, improved R&D ROI, and resized the cost structure).

### **Dawsongroup plc ¶ [www.dawsongroup.co.uk](http://www.dawsongroup.co.uk) ¶ 1995 – 1999 ¶ Group Finance Manager/ Head of M&A, Reported to Group CFO**

- Developed 3-year group international strategic plan and metrics to evaluate business operating strategies, capital investment, performance and management quality. Identified new key performance indicators.
- Carved out major business unit (50% of gross group revenues) from group and led cost saving initiatives for group services post disposal.
- Primary negotiator and due diligence analyst for six potential transactions with combined revenue of over \$100M.
- Led acquisition of European portable cold storage business and directed restructuring, merger and integration of U.K. element; as **Interim CFO** led finance and administration, resized the cost base and pricing strategies resulting in net margins improving from 10% to 30%. Performed fair value accounting and set strategic and budget objectives for new businesses (UK and European businesses).
- Assessed, authored and implemented new Group business controls and accounting policy manuals and improved reporting and performance monitoring for the Board of Directors to meet Cadbury Guidelines (SEC regulations).

### **KPMG ¶ [www.kpmg.co.uk](http://www.kpmg.co.uk) ¶ 1988 -1995 ¶ Chartered Accountant (Auditor, Corporate Tax and Due Diligence)**

- Conducted statutory audits mainly for two major logistic clients with combined sales greater than \$1B.

## **PROFESSIONAL QUALIFICATIONS & EDUCATION**

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- Chartered Accountant (ICAEW, CPA equivalent, 1992)
- Corporate Finance (ICAEW, 2006)
- Economics & Accountancy, BSc Degree, Loughborough University (1988)

## **COMMUNITY BOARD LEADERSHIP**

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- Capital for Children, Board Member and Former Chair/Treasurer (PE philanthropic organization: \$2M+ to 14 nonprofits)
- National Capital Poison Center, Treasurer & Board Member (first all-digital, fully automated poison control center)
- New Futures, Board Member (credentials for working)
- Higher Achievement & Shout Mouse Press, Former Treasurer and Board Member