

John W. Pritchett

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CORPORATE FINANCIAL PLANNING AND ANALYSIS

With degrees in math and economics, an MBA, and superior computer skills, has implemented dependable budget and forecast systems in mature companies and developed financial projections for a variety of start-up businesses. Results-oriented super-fast starter. Exceptional personal and professional qualities.

RELEVANT FINANCIAL PLANNING AND ANALYSIS EXPERIENCE

CORPORATE FINANCIAL PLANNING & ANALYSIS ADVISORY SERVICES 2008-
Consultant

Retained by SaaS companies to develop cash projection models and related analytical tools utilizing Excel and macros.

- Multi-year revenue and backlog projection model.
- Multi-year cash and GAAP financial projection.
- Developed Excel-based based quotation tool utilized by the sales team.

VIRGINIA COOK, REALTORS, Dallas, Texas 2008-
Major North Texas residential real estate brokerage firm

Real Estate Agent

Residential high-rise specialist.

- Comparative Market Analyses for residential high-rises.
- Utilized Excel macros to produce agent websites that have generated \$4 million in sales volume.

ZIX CORPORATION, Dallas, Texas 1997-2002

A leading provider of Internet services that protect and deliver sensitive information

Vice President

- Produced financial projections for new business ventures including CustomTracks, ZixMail, and ZixCharge.

OBJECTSPACE, INC., Dallas, Texas 1996-1997

FastTech 50 software and consulting company with \$18 million revenue and 200+ employees preparing for an IPO

Chief Financial Officer

Supervised all accounting and financial reporting.

- Managed comprehensive Excel-based multi-departmental annual budgeting and projection process.
- Developed application to track employee stock options.
- Developed Excel-based client billing system.

ARBImetrics CORPORATION, Dallas, Texas 1990-1996

Investment fund trading in stocks, options, and futures

President and Treasurer

- Developed and modeled derivative trading strategies.

NATIONAL REALTY ADVISORS, Dallas, Texas 1990

Umbrella corporation for a series of public real estate investment trusts

Executive Vice President and Chief Financial Officer

- Introduced a forecast system enabling the company to effectively deploy cash in a tight market.

LINCOLN PROPERTY COMPANY, Dallas, Texas 1984-1990
Private real estate development and management company then with \$5 billion in assets that operated in 25+ states through approximately 1,500 partnerships and corporations, and employed 4,000

Senior Vice President

Provided quality, cost effective, and timely support to the company's partners in the areas of accounting, tax, cash management, information services, loan administration, risk management, employee benefits, payroll, accounts payable, and corporate records

- Enhanced comprehensive cash projection system used to track performance of multiple real estate properties.
- Monitored a \$10 million self-insured loss reserve fund.

ACCENTURE (formerly Andersen Consulting), Dallas, Texas 1975-1984
International information technology consulting company

Management Information Systems Consultant

Helped clients employ information processing and reporting systems in response to business problems and opportunities.

EDUCATION AND CERTIFICATIONS

TEPPER SCHOOL OF BUSINESS, Carnegie Mellon University, Pittsburgh, Pennsylvania 1973-1975
Masters of Business Administration, *With Distinction*

RICE UNIVERSITY, Houston, Texas 1969-1973
Bachelor of Arts, Economics and Applied Mathematical Sciences, *Summa Cum Laude, Phi Beta Kappa*

Certified Public Accountant, Texas 1977-2003
Real Estate Licensee, Texas 2008-Present
Short Sales & Foreclosure Resource Certificate (National Association of Realtors) 2010