

# CFO

## SELECTIONS

### Tom Neary

#### Qualifications Summary

A professional career that spans more than 20 years in Finance, Accounting, Treasury, Business Management, Partner Marketing, and Operations. VP & CFO experience at an aggressive local start-up combined with 13 years at Microsoft demonstrates versatility, broad technical foundation, interpersonal skills, and utilization of technology in process reengineering efforts.

#### Professional History

MarketRange Corporation	CFO & Vice President	2005-2007
Microsoft Corporation	Sr. Director, Marketing & Business Mgmt	1997-2005
Microsoft Corporation	Director, AIME Operations	1996-1997
Microsoft Corporation	Sr. Mgr, Financial Operations	1994-1996
Microsoft Corporation	Operations Manager	1993-1994
Microsoft Corporation	Revenue Manager	1992-1993
Pansophic Systems Inc.	Manager, General Ledger	1989-1992
Sara Lee Corporation	Manager, International Treasury	1988-1989
Nalco Chemical Company	Sr. Financial Analyst	1985-1988
Sundstrand Corporation	Financial Analyst	1984-1985

#### Accomplishments

- Drove MarketRange fund-raising efforts in collaboration with designated agent: with the CEO represented the company to dozens of potential investors. Led venture debt and internal funding efforts.
- Orchestrated MarketRange quarterly BOD meetings and acted as key operational interface to BOD members.
- Executed MarketRange comprehensive financial modeling in support of tactical and strategic goals.
- Optimized MarketRange Finance, Financial Operations, Accounting, Legal, and Human Resources infrastructure.
- Designed and implemented key Microsoft Information Worker business processes, including financial management and planning, legal, human resource, and administrative support for a 200+ person organization.
- Sponsored internal adoption of Sarbanes-Oxley Solution Accelerator by Microsoft finance department.
- Prospected, evaluated, recommended and executed relationships with new MSNIA distribution partners. Lead negotiator for MSN Internet Access distribution deals with top OEM and Retail partners.
- Prepared and participated in MSNIA executive business reviews and recurring business planning sessions.
- Managed Microsoft Channel policies and rebate programs for North American Retail and DMR partners.
- Directed day-to-day operations business for \$200M Microsoft AIME operations region while improving service levels. Achieved best inventory, lead times and fill rates in the region's history. Successfully transitioned operations support to the European Operations Center and the Asia Pacific Operations Center.
- Recommended, negotiated and project managed the largest Distributed Manufacturing agreement in the industry at the time, valued at approximately \$450M over 3 years. Project managed Microsoft's effort to meet cost and service level requirements of operations commitments for Distributed Manufacturing and other key initiatives.
- Successfully designed and executed Windows '95 credit arrangements, resulting in the management of over \$1 billion in accounts receivable. Improved % current receivables from mid 60%'s to 95% in 9 months.

#### Licenses / Education

CPA Certification, State of Illinois  
Master of International Management, American Graduate School of International Management  
Bachelor of Arts- Double Major, History and Germanics