



## Dennis L. Purvine

### Qualifications Summary

Proven senior level executive and consultant with a broad range of skills and experience in business operations, finance, management and information systems. Multi-industry background, with an emphasis on facilitating the profitable growth of small- to medium-sized businesses. Ethical, high-integrity leader with a reputation for helping organizations identify and eliminate the key roadblocks preventing them from reaching their full potential.

### Professional History

Next Step Solutions, Inc.	Owner & Principal	2001 – 2008
Dennis L. Purvine, P.S.	President	1985 – 2001
H. Halvorsen, Inc.	Chief Financial Officer	1985
Northwest Electric, Inc.	Controller/Acting CFO	1983 – 1985
Benson and McLaughlin, P.S.	Supervisor & Manager (Tax)	1978 – 1983
Benson and McLaughlin, P.S.	Accountant & Supervisor (Audit)	1974 – 1978

### Accomplishments

- Worked closely with clients to make complex business decisions, such as opening additional plants, removing unprofitable product lines, hiring key employees, and implementing new IT systems.
- Helped clients implement extensive new accounting and financial information systems. Taught them how to use financial reports to evaluate company financial condition and make better decisions.
- Guided clients through business acquisitions and sales. Performed business valuations, analyzed purchases strategically, and advised clients during negotiations.
- Provided direction to clients with struggling businesses, facilitating turnarounds and a return to profitability.
- Guided clients through critical planning processes, including strategic and succession planning.
- Established effective cash flow management systems, including banking relationships, sweep accounts, lines of credit, billing and collections procedures, maximizing cash flow and minimizing interest expense.
- Developed a product costing system for a large manufacturer, allowing the client to track actual manufacturing costs of products and to adjust prices for higher gross profit.
- Provided direction to clients as they reorganized and expanded staff. Helped them create the management structure necessary to handle current and anticipated growth.
- Served on numerous client Boards of Directors, offering executive-level guidance to CEOs and Owners.

### Licenses / Education

- Certified Public Accountant, State of Washington
- Bachelor of Arts, Business Administration (Accounting), University of Washington