



Kurt C. Maass

Qualifications Summary

Strategic and tactical thinker with 30+ years of experience and an entrepreneurial spirit. Successfully enables startups and well-established companies to prosper by controlling costs, improving processes, and negotiating favorable contracts and financing. As a collaborative leader, consistently makes key contributions to enable businesses to meet ambitious growth objectives.

Professional History

CFO Selections	Consultant	2013 – Present
MicroPlanet Technology Corp.	CFO	2009 – 2012
Telecom Transport Management, Inc.	VP - Finance	2004 – 2009
McCaw Cellular / AT&T Wireless Service / AT& T Mobility	Division CFO/VP– Wireless Network Services	2000 – 2004
	VP – National Business Operations	1996 – 2000
	VP – External Affairs	1992 – 1996
	Director – Business Affairs	1987 – 1992
	Manager – Business Affairs	1985 – 1987
Ernst & Whinney (Ernst & Young)	Senior Consultant	1980 – 1985

Accomplishments

- Cut annual costs about \$100M while boosting perceived service quality at AT&T Wireless by organizing a task force to resolve mission-critical technical issues impacting network performance and customer experience.
- Developed plan and trained negotiators to respond to government mandate for wireless carriers to complete lengthy process for interconnectivity agreements – saving AT&T hundreds of millions of dollars in the first year, and billions of dollars since the mandate.
- At Microplanet, assisted new, internationally based company leadership to understand company, while tightly managing daily cash flow, stabilizing revenues, and raising \$6M in a combination of convertible notes and preferred stock with warrants.
- Created compelling marketing material for both customers and investors, on a tight schedule, for a small company with no marketing staff.
- Orchestrated conversion of Canadian GAAP accounting/reporting system to comply with International Financial Reporting Standards. Designed a process to enable compliance for a startup without requiring money spent on outside resources, satisfying all regulatory requirements.
- Successfully negotiated both vendor financing and an \$80M D round of venture capital financing at Telecom Transport.
- Implemented nationwide accounting system (MAS 200) for a multi-location firm, converting from existing system and creating a new set of processes involving purchasing and payroll.

Licenses / Education / Boards

- MA, Whole Systems Design / Organizational Development, Antioch University
- BBA, Accounting, Pacific Lutheran University
- Mastery Certification, Organizational Renewal Consultation, Systems Renewal Institute
- Trustee, Treasurer, and past Board President of The Bear Creek School (2001 – Present)