



Thomas Murphy

Qualifications Summary

Experienced and dedicated financial and operations professional skilled in driving sound business decisions based on fact-based analysis, strategic insight, and a proven command of corporate finance, strategic planning, M&A transactions, and business development. Able to maintain clear focus on business goals while implementing solutions to complex issues.

Professional History

Wood Harbinger	CFO	2015 – 2017
CFO Selections	Consultant	2014 – 2015
Manufacturing Excellence	Principal	2013 – 2014, 2004 – 2011
vcfo	Managing Director	2011 – 2013
Hitachi Consulting	Vice President	2002 – 2004
Arthur Andersen	Partner	1996 – 2002
Ernst & Young	Senior Manager	1994 – 1995
	Manager	1991 – 1993
	Senior	1988 – 1990

Accomplishments

- Led international consulting firm engaged by companies in transition, ie, rapid growth, in distress, or reorganizing to address changing markets. Arranged over \$35M in PE funding for multiple clients. Managed turnaround of a company nearly destroyed by fraud; returned firm to financial stability and profitability within 9 months.
- Led European-based team integrating an acquisition; team included members from five separate countries.
- For an early stage biotech firm, arranged for \$25M in PE funding, and developed 5-year financial projections covering company operations, upcoming product launches, and FDA clinical trials/drug approval.
- Established a client's international presence. Reduced order-to-ship times from weeks to days. Reduced product costs by 25% by outsourcing manufacturing while keeping products 100% Made in America.
- Implemented KPI reporting to increase accountability and accelerate achievement of client's objectives.
- At Hitachi, managed the operational integration of another consulting practice within three months, including integration of all facilities and equipment. Evaluated Japanese software for the US market, established US sales presence of successfully evaluated products.
- Created supply chain processes for a client's first product. Coordinated the efforts of five partners to deliver product within its 9-12 hour shelf life.
- Implemented common policies and processes for a client across 40+ independent divisions nationwide, reducing processing costs by 60%.
- At Ernst and Young, co-founded and led the Advanced Cost Management practice. Developed ERP implementation methodologies and training programs, reducing project cost and cycle time by 15%.

Education / Licenses / Board Activity

- Bachelor of Science in Business Administration – Accounting major, IT minor; The Ohio State University
- Previously licensed as a CPA in Ohio
- Certified Management Accountant, also holds Certificate in Production and Inventory Management and Certificate in Integrated Resource Management
- Co-founder of Grow50 (an Entrepreneur Support Group)
- Faculty Member, Profitability Improvement at the Center for Energizing Leadership
- Entrepreneur in Residence at Washington State University