



Enterprise-Class Financial & Operational Performance Solutions



CFO Edge, LLC delivers enterprise-class financial and operational performance solutions to executives throughout Southern California.

Based in Los Angeles, our formerly-seated chief financial officers engage on demand as part-time CFOs, single-project CFOs, and interim CFOs to help executives successfully resolve pressing challenges and realize their financial and operational goals.

We serve

- Owners, presidents, CEOs, CFOs and senior financial executives
- Privately-held and public companies in greater Los Angeles and Southern California
- Multiple industries including business services, entertainment, financial services, healthcare, manufacturing, non profits, real estate, retail, technology, and wholesale

We address

- Pressing financial and operational challenges impeding profitability and growth
- The desire to realize mid- and long-term visions for greater profitability and growth
- Business initiatives and stages: strategic planning, M&A, IPO, restructuring and exit

We are

- Formerly-seated chief financial officers at large enterprises across multiple industries
- Broadly experienced and deeply skilled in strategic planning and business management
- Experts in both big-picture advisory services and day-to-day, hands-on immersion
- Innovative, insightful, entrepreneurial, collaborative and accountable

We deliver

Financial & Operational Performance Solutions

Strategy & Planning	Growth Strategy	Profitability Strategy	Cost Strategy	Exit Strategy
Business Management	M&A Advisory	IPO Advisory	Contract Negotiation	Covenants
Corporate Governance	Compliance	Filings	Risk Management	Internal Controls
Performance Measures	SWOT Analysis	KPIs	Dashboards	Balanced Scorecards
Financial Initiatives	GAAP-to-IFRS	Audit Preparation	Revenue Recognition	Restatements
Financing Advisory	Funding Presentations	Business Loans	Equity	Investor Negotiations
Cash Advisory	Financial Modeling	Cash Flow	Cash Management	AR/AP Optimization
Accounting & Systems	General Ledger	Budgeting/Forecasting	Reporting	Application Integration

Your outcomes

- Enhanced productivity, greater profitability, and improved overall financial performance
- Reduced costs and/or better cost controls
- A higher level of overall financial control
- The meeting of compliance, restatement, and other deadlines
- A more strategic and proactive focus
- Greater satisfaction and peace of mind

Our value

- You have on your team a former enterprise CFO laser-focused on a specific project.
- You are contracting deep expertise and bandwidth for only as long as you need us.
- Our team approach means you're leveraging an entire financial performance brain trust.
- Proven outsourced CFO expertise generates high ROI, is cost effective and is efficient.

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Bill Thorpe is a Partner at CFO Edge, a Los Angeles based provider of CFO services that help executives solve financial problems, as well as create, grow and sustain value.

Bill has over 35 years of experience as the chief financial officer and other financial executive positions at companies that range from a \$2 billion+ publicly-held firm to mid-sized private businesses and startups. His deep financial and operational expertise is grounded in a proven record of strategizing, implementing and managing initiatives that accomplish targeted objectives in areas such as growth, performance, reporting, processes, controls, compliance and systems.



Bill's industry experience includes transaction processing; financial services; wholesale, distribution, and retail; healthcare; consumer products; construction; building materials; and technology. He is experienced in all areas of financial and operational oversight including mergers, acquisitions, and divestitures; SOX compliance; investor relations including quarterly earnings calls with analysts and shareholders; audits and taxation; and product development and pricing.

Bill is a Certified Public Accountant in California and earned his BA degree in Business Economics at the University of California, Los Angeles. He is a member of the American Institute of CPAs (AICPA), Financial Executives Networking Group (FENG), ProVisors, and the Long Beach Yacht Club.

Expertise

Acquisitions & Divestitures	Contract Negotiations	Information Systems	Logistics & Distribution
Board Presentations	Debt Rating Companies	Internal Controls	Sarbanes Oxley (SOX) Compliance
Budgeting & Forecasting	Due Diligence	Investor Relations	Startups
Business Reorganization	Financing & Reporting	IPO Audits	Treasury Management

Experience

CFO Edge, LLC	Partner
West Coast Materials, Inc.	Chief Financial Officer
Central Garden & Pet	Chief Financial Officer – Garden Products Division
CBCA, Inc.	Chief Financial Officer
OnStation Corp.	Chief Financial Officer
Visa International	Senior Vice President and Controller Vice President and Controller – Product & Systems Division
Milk Products Holdings (North America), Inc	Chief Financial Officer
KPMG	Senior Manager

Resources

All of the following are available on our Resources page: www.cfoedge.com/cfo-resources.asp

White Papers & Briefs

- Outsourced CFO Services: When Do They Make Sense for Your Business?
- Performance Measurement: At the Heart of Performance Management
- Planning a Business Exit
- Year-End Strategic Planning & Forecasting: Now Is the Time for a New Approach

Articles

Our resource library contains 125+ articles that discuss challenges and recommendations in financial strategy, business management, and day-to-day financial operations.

CFO Inside Edge Newsletter

Subscribe to our once-a-month emailed newsletter to receive our partners' commentary on timely financial topics along with notification of new white papers and articles.