22 Van Brunt Avenue

Dedham, MA 02026

617-999-3026

Spenceradams2007@gmail.com

Spencer Adams

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| Summary | Seasoned financial professional with extensive operating, corporate development and investment banking experience |
| professional experience | Chief Financial OfficerDocent Health, Inc.May 2016 – January 2018Responsible for comprehensive financial management of 50-person patient experience software and services business focused on the healthcare provider market.* Actively managed and oversaw all aspects of financial administration and accounting including: financial reporting, cash management, revenue recognition, equity accounting, accounts payable/receivable, payroll, FP&A, benefits administration, insurance, audit and taxation.
* Appointed by Board of Directors to serves as Corporate Treasurer and Assistant Secretary.
* Partnered with CEO and founder to facilitate the closing of a $15MM series A financing led by Bessemer Venture Partners, NEA, and Maverick Ventures.
* Negotiated a complex 5 year, anchor customer, MSA with large healthcare provider operating over 40 hospitals across several states.
* Sourced and negotiated a $5mm venture credit facility with a leading national bank.
* Developed a proprietary multi variable ROI framework and model used to asses the potential financial impact for healthcare providers associated with improved patient experience and customer satisfaction.
* Developed a sophisticated subscription and MEA based pricing framework used extensively in financial planning and new customer development scoping and pricing activities.
* Played leadership role in a variety of operational and strategic initiatives and activities including: product development, hiring/compensation, account management, organizational structure, and the evaluation of M&A targets.

Chief financial officerChoice solutions, Inc. – Boston, MASeptember 2011 – January 2014Responsible for comprehensive financial management of 160 person enterprise software and IT services business with locations in the US and Hyderabad, India. * Oversaw all aspects of financial administration and accounting including: financial reporting, cash management, revenue recognition, accounts payable/receivable, payroll, FP&A, pricing, and taxation.
* Played leadership role in negotiation of all major customer, vendor, strategic partnership, and distribution agreements.
* Designed, developed, and implemented sophisticated KPI infrastructure and dashboards to help measure and report financial and non-financial performance drivers at a company, division, customer and project level.
* Partnered with CEO, CTO and outsourced development vendors to lead the transition of company’s business model from fee for service to license/SaaS. Initiative was instrumental in facilitating the company’s 45% 3 year CAGR in revenue and an expansion in gross profit margin from 39% to 62%.
* Served as the primary company spokesman and interface with venture capital firms, lenders, investment bankers, outside accountants, taxation authorities and the media.
* Initiated and led effort that resulted in the acquisition of the company by Houghton Mifflin Harcourt (NASDAQ; HMHC). In this capacity prepared all collateral selling materials, built detailed bottom up financial forecast and synergy models, performed extensive valuation analysis (DCF, Comps and Precedent Transactions), assembled electronic data room, managed due diligence process, coordinated outside legal & accounting advisors, and negotiated LOI and Definitive Stock Purchase Agreement.

Founder and Managing Member449 Advisors – Boston, MAFebruary 2007– PresentProvided blended operational, strategic and financial consulting services to middle market and emerging growth companies. * Services included: capital needs assessment and formation, project and company level FP&A, budgeting and variance reporting, competitive landscape analysis, complex financial modeling, KPI framework development, due diligence preparation and support, business plan/investment memorandum drafting, and strategic partnership structuring.

Vice President corporate development & strategic planningthe kessler group – Boston, MAApril 2004 – January 2007Reported directly to the Vice Chairman of 250 person niche consulting and investment banking firm focused on the affinity market within the personal financial services industry.* Developed, negotiated and managed strategic marketing and technology partnerships with and between leading global financial institutions including BofA, MBNA, Citibank, HSBC, Providian Financial and ETrade,
* Executed in excess of $1 billion in asset portfolio acquisitions and divestitures for financial institution clients.

Chief financial officerempact solutions – New york, nyNovember 2002 – February 2004Responsible for the financial management of venture funded, development stage, enterprise infrastructure software company.Vice President Technology investment bankingdeutsche bank securities – Boston, MADecember 1999 – June 2002Responsible for the leadership and execution of over $2.2 billion in corporate finance and M&A transactions.Specific transaction and advisory experience included: IPOs, follow-on offerings, convertible debt, private equity placements, M&A, and fairness opinions. |
| Teaching experience | Adjunct Faculty, BusinessBabson College – Wellesly, MASeptember 2010 - PresentTeach advanced elective undergraduate courses in corporate finance and decision science. Responsible for all aspects of instruction including curriculum development and course design. |
| Education | The amos tuck school of business at dartmouth collegeMasters of Business administration, 1997The george washington universityBachelor of arts, 1992* *Academic Awards*: Phi Beta Kappa, Columbian College Distinguished Scholar, GW Presidential Scholar, Golden Key National Honor Society.
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