

### **Christopher Riley, CEO & Managing Partner**

Christopher Riley has more than 25 years of experience owning and operating over a dozen businesses in the hospitality, real estate, technology, social media, financial services, automotive, fabrication, private equity and consulting industries. His personal experiences buying and selling businesses, negotiating transactions, overseeing dozens of accountants, attorneys and other professionals, combined with his investment banking work Drake Star Partners, brings creative deal construction and experience to a volatile industry of mergers and acquisitions.

His customized incentive programs and proprietary organizational psychology system, coupled with his financial management skills, allows him to turn companies from modest or no profits, to robust earnings. He has tripled EBITDA while doubling compensation to employees and executives in one of his companies while creating double-digit enterprise value increases for many clients prior to an exit.

With degrees in Finance and philosophy and a Master's in Organizational Psychology, Chris was educated at Santa Clara University and the London School of Economics. Chris is Series 79 investment banking licensed through FINRA and the SEC and has seven board certifications in cyber intelligence. His work at the London School of Economics on the National Health Service and his forensic regulatory work in emerging industries makes him a high demand specialist for start-to-finish exit strategy engagements in multiple industries.

### **Abhay Trivedi, Ph.D., PMP, CSSBB, PMI-RMP, PMI-ACP, CSM Vice President, Strategic Growth Consulting**

Dr. Trivedi is a seasoned consultant with over 25 years of experience assessing complex business problems, evaluating alternatives, coaching CEOs, and implementing technology solutions in multiple industries: automotive, healthcare, oil & gas, transportation, entertainment, consumer, electronics and manufacturing services.

His list of clients has included Xerox, BP, Emory University, Robert Bosch, ABB, Siemens, Intel, Motorola and BMW/MG Rover. Aside from his decades of consulting in the US, he has consulted in China, Japan, Malaysia, Singapore, Mexico, Canada and Europe. Considered as one of the leading consultants in the country, Dr. Trivedi's strength is helping organization build lean infrastructures to effectively convert strategy into desirable results and products. His unique ability to leverage people, process and technology to align with requirements dictated by the market and delivering it faster than the competitors, makes him a consultant in high demand.

Dr. Trivedi has also been a principal investigator on research for the National Nuclear Security Agency (NNSA). He is highly skilled at formulating business systems strategies to leverage technology investments. In recent years, he has focused on business process assessment, strategic planning, product life cycle management, profit assessment, and six sigma. Dr. Trivedi is PMP certified by PMI; Risk Management Certified, Agile Certified, Six Sigma Black Belt certified and holds a Professional Logistics/Supply Chain Certification from The Logistics Institute at the Georgia Institute of Technology. Dr. Trivedi is also a NASA and Oak Ridge National Labs Research Fellow. Dr. Trivedi is also the author of a highly successful project management book called "The Clueless Project Manager."

### **Greg Chevalier, Vice President Engagements – IT Security, Technology & Software**

Greg Chevalier began his career as an engineer with IBM and by the time he left 10 years later had moved into sales and business leadership and was running a \$250 Million strategic account business unit. Greg has spent the past 20 years growing revenue, profit, strategic partners and market share for a number of companies in the sectors of disruptive technologies, leading edge software, digital and mobile, digital and traditional media and IT Security. Greg has increased revenues in the hundreds of millions through business development and other strategic methods and led one company through a start-to-finish IPO. Greg also focuses on the Information Security market, specifically risk assessments, regulatory and compliance, and strategies and life cycle solutions that protect from the ever-increasing volume of information threat and data breach attacks.

As the Leader of the Southeast region for Cutwater Shift, Greg's wealth of experience, combined with his board assignments at numerous companies, including the Technology Association of Georgia (TAG), provides Greg the connections necessary to not only identify, but also help implement optimized exit transitions for middle-market technology and media companies.

As are all Cutwater representatives, Greg is very entrenched in his community and involved in multiple non-profit organizations. His strongest passion is his defense of distressed families and children and his numerous roles in preventing sex trafficking of children in Georgia.

### **Sterling Price, Organizational Development**

Sterling has a Master's degree in organizational psychology and has spent 30 years in organizational development and human resources. His specific areas of expertise are in the following areas: organizational development, employee relations, union negotiations, employment selection, onboarding, performance management, talent management, leadership development and strategic planning.

His experience includes managing director/founder of an OD consulting firm, managing director of an HR consulting company, Vice President and Director of HR for two Fortune 500 healthcare companies and has worked for Fortune 100 companies in the healthcare and aerospace industries.

He has overseen the human resources for over 5,500 employees located in all 50 states. He has experience with union negotiations and operations with union participation to ensure maximized performance. He oversaw the culture shift of a 135 year-old business while maintaining a growing and sustainable entity. Price and Riley oversee all organizational development and placement activities at Cutwater Shift, including the culture assessments and adjustments necessary during delicate mergers and acquisitions.

### **Ben Moll, Strategic Partner, Engagements – Manufacturing/Fabrication/Assembly**

Ben has owned and operated his own businesses from an early age. He has built several businesses from scratch based on the high demand and lack of quality supply in various industries. Ben sees it as it is and reacts accordingly. Ben has advised various business

owners on delicate circumstances how to maintain sustainability and competitive advantage in light of critically adverse circumstances.

Ben's work in the stone fabrication/installation, steel fabrication and various manufacturing environments allows him to step into any similar industry and help construct and implement an optimal exit strategy.

### **Marc Bowers, Strategic Partner, Engagements - Manufacturing**

Marc has over 25 years of experience in Product Management, New Product Development and Business Development for medium and large manufacturing companies. Marc focuses on helping manufacturing companies optimize the profitability of their current product lines, develop and launch scalable new products that increase profitability, and drive business development by breaking into new markets and expanding sales channels. Over the course of his career, he has managed numerous new product launches and created new distribution and dealer networks for product lines across multiple segments in the manufacturing industry.

Marc has held positions at Colgate-Palmolive, Ralston Purina, The Toro Company, Insituform Technologies (Aegion Corporation,) The Grun Company, and Finn Corporation.

In recent years, Marc has also devoted significant time to sharing his expertise to help the small business manufacturing sector by founding St. Louis Makes, and co-founding Brick City Makes, both of which are focused on educating and connecting manufacturers, inventors, entrepreneurs and other manufactured goods innovators to help them develop new products, improve profit margins and profitably achieve scalable sales growth.

Marc received a BA from the University of California, Los Angeles and an MBA from the Graduate School of Business at Columbia University in New York City.

### **Robert Hagnauer, Jr., CMO & Family Office Liaison**

Bob Hagnauer has spent more than 30 years working with entrepreneurs and businesses as they grow and transact. Working with agency, corporate and institutional organizations, Bob has extensive experience in strategic marketing campaigns and driving revenues in the \$100 million range and above.

Bob focuses on marketing communications and worked specifically with Maritz in their fast growing unit of a \$1.4 billion and 6,000 employee, multi-national company. He has also developed and implemented advertising plans in over fifty markets for several Anheuser-Busch beer brands for the St. Louis office of D'Arcy Masius Benton & Bowles. He developed and implemented advertising programs in 100+ markets for Anheuser-Busch distributors. He developed and implemented multi-million dollar local market co-op media plans and planned and managed advertising programs for Budweiser in nine markets in Texas. His agency experience also includes work with Mango & Company Advertising and Gateway Advisory Group, Inc developing and implementing advertising, promotion and public relations programs.

As Cutwater brings companies to their optimum value, Bob oversees the marketing, communications and public relations as those companies approach and implement transactions. Bob acts as the liaison with our family office investment groups and provides the necessary communication and information to ensure a smooth transition.