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## Indy (Kirti) Patel

*Managing Principal, Criterion Capital LLC*

*Chief Economist, Criterion LLC*

### Education

Master of Economics, Birla Institute of Technology and Science, Pilani, India

B.S., Package Engineering, Rochester Institute of Technology, Rochester, NY

IQA Lead Auditor Training

Lean Manufacturing Training

Six Sigma Champion

### Professional Credentials

- Innovative professional with the expertise and experience to create shareholder value by developing sustainable corporate strategy through capital restructuring, debt restructuring, reverse mergers and mergers and acquisitions
- Demonstrated strengths in analyzing industry and financial trends and providing quantitative decision making processes
- Experience in implementing technology enablers to realize efficiency and process optimization goals. Executive and global leadership experience
- Core competencies include:
  - o Strategic business planning
  - o Financial analysis
  - o Mergers and acquisitions
  - o Technology management
  - o Market evaluation and analysis
  - o Due diligence
  - o Operational leadership
  - o Cost containment
  - o Continuous process and efficiency improvement
  - o Consultative leadership
  - o Sales and marketing
  - o Business development
  - o Multi-industry experience

### Professional Experience

#### CRITERION CAPITAL LLC

2008-Present

*Managing Principal.*

Investment-banking and management consulting firm with offices in New Jersey and Georgia, specializing in M&A, corporate strategy development, capital restructuring, financial consulting and taking companies public. Expertise includes company evaluation, financial analysis, risk assessment, due diligence auditing and documentation.

Clients include:

AIMS Worldwide – a marketing and political campaign management company seeking mezzanine financing to facilitate a secondary offering.

Dynatabs – consumer retailer of melt-in-mouth strips needing growth capital for nationwide launch.

Newco –Insurance company that acquired another, larger insurance company. We worked with Morgan Stanley to effectuate this deal.

Several other M&A and capital raise projects in the pipeline.

**AME CAPITAL ADVISORS** **2006-2009**

Investment-banking firm specializing in M&A, corporate strategy development, capital restructuring, financial consulting and taking companies public - expertise includes, company evaluation, financial analysis, risk assessment, due diligence auditing and documentation. Personal area of focus is energy and medical.

Solar and Wind energy combined -Currently working on project

Clickable Oil - secured initial 800K finance, supplemented with \$ 5 MM equity transaction

Nexed - Facilitated a divestiture (spin off) and subsequent acquisition.

FOCNJ - a NFP-501c 3 - secured \$8.2mm in refinance commitment for restructuring debt and expansion

**ACCARDI BOX SOLUTIONS - Philadelphia, PA** **2005-2007**

*Chief Executive Officer.*

Chief executive of \$1.3 million manufacturer of distribution packaging systems and corrugated boxes.

Managed day-to-day operations. Developed financial and growth strategy. Administered daily P&L. Managed existing customer relationships and built new business. Successfully divested business to a supplier in 2007

***Selected Financial & Operational Contributions***

- Boosted sales from \$1.1 million to \$1.3 million.
- Improved efficiency by 20% through lean manufacturing initiatives and employee incentives.
- Introduced a computer-based job tracking system.
- Reduced inventory levels from 6 to 3 months.

**NOTESRUS - Sparta, NJ** **2000-2006**

*Chief Executive Officer*

Chief Executive of an investment strategy development firm, providing consulting services in acquisitions, evaluation of potential targets and new product/market development for international clients.

Develop complete acquisition plans and financing models including management, technology and personnel strategy. Liaise between buyers and sellers to develop mutual agreements.

***Selected Financial & Operational Contributions***

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## Kirti Patel (continued)

- Created acquisition proposal for RS Paper Products including \$10 million in bank financing and \$2 million in equity from India.
- Authored acquisition plan for an Indian entity to acquire a \$3.5 million Pennsylvania company.
- Designed and managed international sales and operations for India-based Riddhi Enterprises, with current sales exceeding \$2 million.
- Reduced adoption costs by 40% for consulting client Pearl S. Buck.
- Implemented a new electronic cash registration and profit and loss (P&L) monitoring system for consulting client Hess' gas stations and convenience stores.

### **BECTON DICKINSON – Franklin Lakes, NJ**

**1988-2000**

*Corporate Leader, Process Improvement*

A worldwide manufacturer and marketer of medical devices and allied products, with revenues in excess of \$ 5 Billion.

Developed and implemented quantitative, action-oriented performance improvement systems on a global scale. Lead Process team lead for implementing companywide ERP Solution using SAP technology as an enabler. Leveraged balanced scorecard, six sigma, and overall quality improvement systems to drive supplier management, compliance, and regulatory processes.

#### *Selected Financial & Operational Contributions*

- Implemented a company-wide ERP(SAP)system based on metrics and process reengineering that generated immediate savings of \$3 million and total savings exceeding \$500 million.
- Spearheaded the redesign of order management, reducing the rebate backlog by 25% and yielding savings of \$2 million.
- Led balanced scorecard strategy implementation that eliminated unprofitable business in China that would have cost the company \$3 million and improving overall execution of business strategy by 50-75%.
- Designed and enacted a worldwide supplier management systems program that quantitatively evaluated and monitored suppliers, improving quality 10% and reducing the supplier base by 15% while saving more than \$4 million.

#### **Selected Professional Affiliations**

- President, NY Metro Chapter, AMAA (Alliance of Merger and Acquisition Advisors)
- IOPP
- American Society for Quality
- Association of Internal Management Consultants

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## Kirti Patel (continued)

- Innovation Network
- American Creativity Association
- American Mensa

### **Language Fluencies**

- English
- Hindi
- Gujarati
- Marathi