

FRANK P. ZISA, MBA

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Senior Financial and Operational Executive

Specializing in maximizing cash flow, improving margins, turning around organizations and establishing strategic direction.

Results

- **Directed turnaround** of a Security Integrator **leading to 10% increase in gross profit** per job.
- **Lowered operating costs by \$150k** annually at Healthcare Management Company.
- **Rapidly expanded from 3 to 22 companies and revenues \$8M to \$120M.**
- Turned around nationwide group with **350% growth, 2 acquisitions and \$400k cash reserves.**

Expertise

- Financial Turnarounds
- Business development
- Maximize cash flow
- Multi-company consolidation financial reporting (GAAP)
- Recruiting high performance talent
- Mergers & acquisitions
- Process re-engineering
- Maximize profitability

Recognized For

- ♦ Being Decisive
- ♦ Results
- ♦ Cash Management
- ♦ Cost Reduction
- ♦ Strong Execution and Ethics
- ♦ Process Improvement
- ♦ Talent Development and Mentoring

CFO Consulting Edge

September 2010 – Present

Providing business consulting CFO leadership to small to mid size companies in all industries.

Principal

Partner with Business Executives to establish strategic direction to overcome challenges and achieve business goals and objectives. Provide financial reporting (GAAP) and forecasting.

Client projects have included:

- Currently providing financial leadership and financials for IT startup to secure investor capital.
- Currently providing financial strategy direction and financials for Construction Management Company
- Strategic plan for healthcare group to expand office and increase market share.

Continuum Health Alliance, LLC

January 2009 – September 2010

Privately held \$20M healthcare management group providing revenue cycle management, finance, and information technology for physicians and hospital groups.

Chief Financial Officer, Client Services

Responsible for consolidated financial reporting (GAAP), budgeting, payables, insurance, cash management, and payroll for multi-practice Physician Network Group (50 practices) with revenue over \$130M. Led 3 direct and 10 indirect reports. Managed over a million-dollar budget.

- Provided financial leadership, reporting and dashboards to physician network group (Advocare, LLC- 50 physician owned practices and 170 physician owners) **achieving 20% growth** for \$130M group.
- Teamed with Hospital System to turnaround profitability of their outplacement clinical care practices.
- Managed **\$100k expense reimbursement** through the NJ State training grant program.
- **Saved \$35K annually-** established paperless payables increasing efficiency, lowering labor and storage costs.
- Teamed with Directors in increasing practice physician efficiency, CPT coding to level of service provided, clinical care and cash flow while analyzing performance matrixes and scorecards
- Provided financial and operational leadership to physician owners in turning around troubled practices.

Service Works Inc.**February 2007 – July 2008**

Privately held \$12M security integrator installing comprehensive electronic security systems for government, financial institutions, public and private corporations.

Chief Financial Officer

Responsible for financial reporting (GAAP), budgeting, forecasting, general ledger, accounts payable, receivables, insurance, bonding, cash management, job costing, purchasing and contracts. Led 2 direct and 3 indirect reports. Managed \$1M inventory. Managed over a million-dollar budget.

- **Achieved a gross profit increase of 10%** on all finished jobs by restructuring pricing strategy, analyze cost drivers (redefining labor costs, renegotiating vendor pricing) and developing field personnel incentives.

Health Network America**September 2005 – February 2007**

Privately held \$12M nationwide third-party administrator and consulting group performing managed health care for government, public and private sectors.

Corporate Controller

Responsible for general ledger, payables, receivables, cash management, auditing, premium billing, budgeting, forecasting and financial reporting (GAAP both domestic and Central America). Led 4 direct and 3 indirect reports. Managed over a million-dollar budget.

- Managed internal audit program resulting in **reducing over-payment liability by \$400k.**
- **Lowered operating costs by \$150k** annually through cost containment and contract re-negotiations.
- Developed pricing and forecasting models for new product and service offerings **expanding lines of revenue by \$100K.**

Preferred Freezer Group and MCST Preferred Transportation Inc.**2003 - 2005**

Privately held \$25M nationwide transportation group specializing in transportation and warehousing.

Controller

Responsible for consolidated financial reporting (GAAP), budgeting, forecasting, general ledger, accounts payable and receivable, payroll, banking, lending and loan covenants, fixed assets, inventory and Human Resources. Led 3 direct and 3 indirect reports. Managed over a million-dollar budget.

- **Increased profitability by 10%.**
- **Expanded profitable business units by 25%** in local and intermodal
- **Saved \$250k annually** by outsourcing unprofitable long haul service lines, lowering labor and transportation costs.
- **Saved \$200k annually** by uncovering nationwide over-the-road cash program abuse.
- **Saved over \$250k** by filing for Urban Enterprise tax exempt status.
- **Saved \$150k annually** on workers compensation by releasing employees then leasing them back.

Preferred Freezer Group and Preferred Freezer Services Inc.**1997 - 2003****Vice President of Accounting and Finance**

Responsible for consolidated financial reporting (GAAP), budgeting, forecasting, cost accounting, payables, receivables, cash management, payroll, tax and HR. Led 4 direct and 12 indirect reports. Managed multi-million dollar plus budget.

- Partnered with CEO to financially direct the rapid growth and expansion of organization from 3 to 22 and **\$8M to \$120M in revenue.**
- **Saved \$60K annually** by restructuring credit lines and more effectively managing loan covenants.
- **Saved over \$500k** by filing for Urban Enterprise tax exempt status.
- **Improved collections by 30%-** Decentralized collection function to the local level.
- **Lowered operating costs \$84k annually** through cost containment and contract negotiations.

Monital Signal Corporation

1989 – 1997

Privately held \$7.5M security alarm distribution and monitoring business.

Chief Financial Officer

Responsible for all financial operations including financial reporting (GAAP), budgeting, forecasting, accounts payable, receivable, payroll, benefits, pension administration, and Human Resources. Led 3 direct and 8 indirect reports. Managed multi-million dollar plus budget.

- **Turned around nationwide Security group with 350% growth.**
- **Increased cash reserves by nearly \$400k.**
- **Lowered DSO from 61 to 29 days** within 90 days.
- **Instituted finance charges resulting in \$33k annually of additional income.**
- **Reduced outside auditor's fee by 50%.**
- Instituted a self-funded health insurance program **saving \$50k annually.**
- Completed acquisition of customer retail accounts **with investment recaptured in 23 months.**
- Diversified sources of revenue by establishing a Security Parts Distribution Company

Additional Experience

Iannelli Leasing Corporation, Controller- (Equipment & Vehicle Leasing)	1987 - 1989
Concurrent Computers, Perkin-Elmer Division, Supervisor FP&A- (Manufacturing)	1981 - 1987
RPG CPA Firm , Staff Accountant- (Public Accounting Firm)	1980 - 1981
Wechsler Coffee Corporation, Staff Accountant- (Manufacturing)	1979 - 1980
New Jersey Dental Service Plan (Delta Dental), Accounting Supervisor- (Insurance)	1978 - 1979

Education

MBA, Finance and Marketing, Monmouth University, West Long Branch, NJ

BA, Accounting and Economics, Upsala College, East Orange, NJ

Certifications and Affiliations

- Member of the Association for Corporate Growth
- Member of the Healthcare Financial Management Association
- Co-Founder and member of Healthcare Professional Services Network
- Volunteer as career development mentor at Monmouth University
- Alpha Kappa Psi- National Professional Business Fraternity