

RONALD A. DORP

Business Coach

Summary of Qualifications:

- Over 15 years proven experience as a senior executive
- Full P&L responsibility as CEO
- Proven systemic approach to strategic planning
- Demonstrated ability to interact with investors, directors, and financial institutions
- Exceptional understanding of information technology and its uses to achieve strategic objectives
- Extensive experience with financial planning, modeling, forecasting, reporting, and systems development
- Broad span of experience from start-up to multinational organizations
- Accomplished in team building, staff career planning and development

Career Highlights:

Business Operations Management: <ul style="list-style-type: none">• Strategic Planning• Business Process Reengineering• Decision Procedures Development• Profitability Analysis• Develop & Execute Business Plan• Planning for M&A / IPO	Financial Management: <ul style="list-style-type: none">• Financial Planning• Forecast Modeling• Cash Flow Analysis & Planning• Reporting System Design & Management• Expense Control• Relationships with Financial Institutions
Information Systems: <ul style="list-style-type: none">• Requirements Analysis• Evaluation of Alternative Solutions• System Design and Development• System Implementation	Organization Management: <ul style="list-style-type: none">• Team Building• Human Resource Planning• Training & Employee Manuals• Benefits Administration
Marketing & Sales: <ul style="list-style-type: none">• Prospect Identification & Qualification• Sales Interviews and Presentations• Proposal Preparation & Presentation• Account Development & Administration	Broad Industry Experience: <ul style="list-style-type: none">• Advanced Information Technology• Manufacturing• Service• Management Consulting

Education:

- MBA – Finance, Fairleigh Dickinson University, Madison, New Jersey
- BS – Accounting, Rutgers University, Newark, New Jersey

Professional Experience:

EXECUTIVE MANAGEMENT

Native Resources Corporation, San Ramon, CA 1995 - 1999

Served as CEO of this full service advanced technology, network and information systems firm during a period of significant restructuring and rebuilding. Joined NRC as CFO and a member of the Board of Directors in July of 1995 after a brief engagement as a consultant to the management team. Assumed the additional role of CEO at the request of the Chairman in May, 1996. In addition to executive roles, also provided marketing, sales and implementation consulting services supporting our business as a reseller of Baan Software and Solomon IV for Windows client - server accounting software.

Private Practitioner

BUSINESS B.A.S.I.C.S., Pleasanton, CA 1989 - 1995 / January 1999 - Present

Established a private consulting practice in late 1989 after a brief engagement with a start-up in Fremont, California. During the next 7 years, used my extensive experience to help companies in various industries including a "Turn Around" management assignment as acting president for a \$10 million consulting/engineering company. Developed extensive experience restructuring organization and staffing toward maximum efficiency and customer service. Developed general and special purpose policy statements and manuals to promote effective communication and adherence to company objectives. Directed all areas of company functions under difficult and challenging financial conditions.

Vice President, Finance & Administration and CFO

Ensco Environmental Services, Inc. (E.E.S.), Fremont, CA 1988-1989

This company was formed in May 1988 as a result of a merger of seven subsidiaries of Environmental Systems Co. (ENSCO) and a Fremont, California privately held company, Exceltech, Inc.. The plan was to integrate the group and take E.E.S. public within 18 months of the merger. My role was to develop the financial and administrative control organization for E.E.S.'s nation-wide divisions and prepare for the initial public offering. In August 1988 situations developed within ENSCO and E.E.S. which ultimately lead to a decision to declare E.E.S. a discontinued operation on January 6, 1990. My role as Chief Financial Officer changed from building to facilitating the sale, closure or transfer back to ENSCO of the former subsidiaries. Those efforts were concluded by the end of 1989.

Vice President, Finance & Administration and CFO

Advanced Mineral Technologies, Inc., Golden, Colorado 1987-1988

Responsible for accounting, financial reporting, budgeting, and forecasting. Also managed financial matters such as banking relationships. Projects included; Developed computer models for monthly statements, evaluation of equity financing alternatives and annual budget, including long range projections; Shortened monthly closing cycle to five work days, statement issue cycle to ten; Established initial contacts toward providing third-party leasing program; Restructured support staff responsibilities to capitalize on demonstrated strengths, thereby improving level of support and employees' job satisfaction.

Administrative Manager

McKesson Envirosystems Company, Fort Wayne, Indiana 1984-1987

Managed general accounting, cost accounting, fixed asset accounting and control, personnel and benefit administration, and data processing functions. Expanded the use of microcomputers at headquarters and plant location. Computer applications addressed needs of the regulatory compliance, general management information, and accounting areas.

Vice President, Finance & Treasurer

Markon Industries, Inc., Wabash, Indiana 1982-1984

Established and maintained a respected line of communications with financial institutions and outside auditors. Negotiated multimillion dollar revolving line of credit with banks, providing short-term financing during a period of fiscal uncertainty. Other projects included: Twice renegotiated the principal amortization of an industrial development revenue bond issue, relieving cash flow pressure and saving significant interest costs; Consolidated lines of credit into lead bank and then negotiated refinancing when that became necessary.

Vice President & Controller

Lyall Electric Inc., Kendallville, Indiana 1980 - 1982

Performed detailed audit of records and re-established centralized accounting control. Established internal audit functions and restructured personnel functions to improve staff utilization. Managed employee benefit administration and influenced senior management to revise and improve the package. Projects included: Negotiate industrial development revenue bond issues in two states to provide low-cost, long-term financing for expansion; Conduct software conversion feasibility study and select new accounting software.

Director, Accounting Systems & Procedures - World Wide

American Standard, Inc., New York, New York 1978 - 1980

Initiated and implemented a unique accounting calendar (4-4-5) which significantly reduced the complexity of and time required for monthly closing. System was adopted worldwide, resulting in a major cost reduction. Other projects included: Guided improvements to cost accounting systems, resulting in better profitability reporting, manufacturing cost control, and inventory valuation worldwide; Provided technical advice and guidance to a German subsidiary in writing an inventory control and valuation manual which became its guiding document.

Senior Management Consultant

Coopers & Lybrand, New York, New York 1975 -1978

Designed a management reporting system for a copper mining subsidiary of a major corporation, including evaluation of all operating systems, i.e. mine, mill, smelter and other surface operations such as maintenance, power plant and administrative functions. Designed and implemented a cost accounting system for the three factories of a major men's clothing manufacturer and retailer. Reviewed documented and reported on the regulated constraints placed on accounting for and allocating the costs of data processing services to user departments within a major national utility. Reviewed, documented, evaluated, and reported on the effectiveness of cost accounting methods and systems of a major

building materials products manufacturer, including specific recommendations for systems improvement and develop an implementation plan.

Senior Financial Analyst

International Tel & Tel (ITT), New York, New York 1973 - 1975

Provided financial analysis to assist management's control of a \$275 million group of 14 companies.

Projects included: Evaluate annual business plans, capital project appropriation requests and financial forecasts; Review and evaluate performance of unit comptrollers and provide financial systems design and implementation assistance.

EARLY CAREER EXPERIENCE (1963 - 1973)

Began accounting career in 1963 after four years military service. Obtained practical experience in general accounting, cost accounting, budgeting, internal auditing, project cost control, credit and collection and financial analysis while attending college evenings to obtain formal education. Positions held beyond clerical and supervisory levels included: Manager of Accounting; Financial Systems Analyst; Manager - Costs, Budgets and Procedures; Internal Auditor; Assistant Controller; Controller.