

ERNEST J. SIMMONS, JR.

NEXT LEVEL NOW, INC. 16 PEASE BOULEVARD, PORTSMOUTH, NH 03801 (603) 433-4783 jsimmons@nextlevelnow.net

■ SKILLS & SUMMARY

BUSINESS / FINANCE MANAGEMENT

- Strategic Planning
- Business Modeling
- Corporate Compliance
- Capital Formation
- Trusted Advisor
- Government Affairs
- IT & Business Transformation
- Management of International Litigation

A financial business leader with 36+ years experience analyzing and optimizing businesses. Has experience in all areas of control, accounting, finance and treasury, tax, diverse compliance issues and contracts. A great leader who strives for excellence and relates well to management, associates, vendors and customers on all levels. Named New Hampshire's CFO of the Year in 2012.

■ PROFESSIONAL EXPERIENCE

CHIEF FINANCIAL OFFICER, NEXT LEVEL NOW, Inc., Portsmouth, New Hampshire April 2017-Present
CFO for hire with various organizations across various industries. Industries serviced; manufacturing, healthcare, software, hardware and distribution. Incomes of organizations vary from start-ups to \$100 million.

- > Analyze and summarize company's financial state.
- > Cash management and company turnarounds.
- > Build and produce company projections for forecasting.
- > Private funding and associated diligence.
- > Company sales and transitions.
- > Contract management and administration.

CHIEF FINANCIAL OFFICER, CONTOUR DESIGN INC. 2009-2017

- > Responsible for all accounting and treasury functions for a six-company international group
- > Responsible for highly successful management of domestic and international IP litigation.
- > Negotiated/managed acquisition of a European group of companies and restructured them following acquisition
- > Sold an unprofitable business unit for a premium price
- > Implemented a new enterprise IT system

CONTRACT CONSULTANT¹ 1991- 2009

- > Directed and/or participated in confidential consulting projects for diverse companies, including Fortune 100 companies, various small and mid-sized companies, and high-profile non-profit organizations.
- > Projects included turnarounds; market development, business transformation, modeling and formulation of strategic business plans, product development and design; legal support; temporary C-level assignments; design and implementation of various business systems, regulatory assistance, management coaching, BOD assignments.
- > Positions included CEO, CFO, COO of private and public companies (high, medium and low technology).

¹ Completed special assignments for: (1) large corporations (e.g. IBM, EMC, Hewlett-Packard); (2) firms, needing support for wind-ups, bankruptcies, fresh-start accounting (90-7), due diligence, technical and corporate compliance matters; (3) regional venture capital firms requiring support for troubled portfolio companies; (4) consulting, investment banking and accounting firms, needing help to develop and install financial systems, affect data/systems conversions, design and develop financial and business models, and develop due diligence support packages.

PRESIDENT, KEVLIN MICROWAVE CORPORATION 1988- 1991

Military and Aviation Microwave Products

- > Successfully turned around the company
- > Entered new, highly profitable government businesses (repair of high-power FAA aircraft radar rotary couplers)
- > Company was eventually sold for a premium price

CEO / CFO, CADEC SYSTEMS, INC 1981-1987

Mobile Electronics – Hardware, Software & Systems Company

- > Led development of hardware and applications software for on-board computers and thier back-office support systems
- > Sold systems to key Fortune 500 accounts
- > Grew company from 4 to 125 employees
- > Secured DOT regulatory exemptions and approvals for industry innovations subsequently adopeted as DOT Rulemakings
- > Led a successful IPO and eventually sold company to Cummins Engine Co.

■ EDUCATION / MILITARY / CIVIC & OTHER

BA, with additional post-graduate work in accounting and finance

PROVIDENCE COLLEGE, Providence, RI

- > Continued education in accounting, technology, human resources, compliance and law.

MILITARY: Marine Corps Veteran

CIVIC: Past Chairman –Mental Health Center of Greater Manchester, NH