

Mick Lopez, CPA

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Chief Financial Officer with over 25 years of success improving profitability, revenue growth and shareholder value. High-performance executive able to concurrently drive daily operations, financial results and strategic initiatives. Global experience in building winning finance teams in multiple industries within both Fortune 50 and entrepreneurial firms. Significant accomplishments in:

- Business Development for Explosive Growth
- Strategic Analysis / Pricing Optimization
- M&A / Investor Relations / Fund Raising
- Profit Turnarounds & Cost Restructurings
- Information Technology Integration
- International & Multicultural Experience

PROFESSIONAL EXPERIENCE

Cisco Systems

2007-Present

Global leader in networking and communications technology with over 70,000 employees and \$40B revenue.

Vice President, Corporate Planning and Pricing

2010-Present

Cisco Systems

San Jose, CA

Responsible for corporate financial planning and analysis (budgets, forecasts and earnings guidance) Cisco Operations controllership (\$6B budget for IT, Manufacturing, HR, Finance, Legal), and company-wide pricing (special bids, channels, systems and analysis). Achieved sixteen straight quarters of exceeding revenue and earnings guidance to investors and analysts. Implemented strategic pricing analysis and reviews, new product playbooks, price categorization initiative, and Cisco Pricing Academy. Executive leader of Cisco's Pricing Board, Enterprise Project Management Office, Brazil Board, and Fringe Benefit Steering Committee.

Vice President, Corporate Finance and Operations

2009-2010

Cisco Systems

San Jose, CA

Responsible for corporate financial planning and analysis, Cisco Operations controllership, company-wide pricing, and business architecture (financial systems, processes and sales compensation). Managed team of over 880 finance and systems professionals. Implemented portfolio analysis, executive dashboard, policy portal, and data architecture consolidation. Exceeded all budget challenges. Executive leader of Connected Business Operations Council, Decision Architecture Board, and Brazil Board. Managed Cisco's Chairman's meetings: Operating Committee, Monthly Business Review and semi-annual Operation reviews.

Vice President, Corporate Finance Planning and Acquisitions

2007-2009

Cisco Systems

San Jose, CA

Responsible for corporate financial planning and analysis, corporate strategic planning and financial aspects of mergers and acquisition. Successfully led \$1B restructuring and realignment effort for Cisco. Co-lead of Cisco's Strategy Exchange Board, Investment Review Board, and Priority Assessment Dashboard. Executive member of various boards, including: Operating Committee, Consumer Business Council, China Strategy, Cloud Computing, Mexico, Brazil, Global Policy & Resource Visibility, Quality Experience, Finance Inclusion & Diversity. Managed Cisco Chairman's and Chief Financial Officer's meetings.

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Tyco International Limited

2003 - 2007

Global conglomerate with 270,000 employees and +\$40B among four major segments. In 2002, Tyco started a turnaround in governance and profitability. In 2007, Tyco split into three separate publicly-traded enterprises.

Vice President, Strategy and Business Development

2005 - 2007

Tyco Fire and Security

Boca Raton, FL

Responsible for long-term strategic planning and business development of global \$11B revenue division that is the industry leader in electronic security and fire suppression systems. Drove value generation for firm through analysis, selection and negotiation of alliances, investments, mergers and acquisitions. Commenced business development initiatives with global technology firms that have provided over \$100M in annual revenue. Developed company-wide strategic process that included growth budget initiatives that identified over \$1.2B in sales over three years. Responsible for all industry investment banking relationships, security industry event participation, industry market and share analysis, competitive intelligence, and investment portfolio metrics. Chair of Tyco Fire and Security M&A Council. After Tyco's announcement of its corporate split, coordinated the comprehensive segment strategic plan for Tyco Investor Relations team.

Chief Financial Officer

2003 - 2004

ADT Security Systems, North America

Boca Raton, FL

Total financial and strategic responsibilities for \$4B electronic security firm, with over 6M customers and 22,000 employees in North America. Recruited by Tyco International's new executive team to provide financial leadership and restore investor credibility to their largest and best-known division. Immediately consolidated into one financial team all 1,200 accounting, planning, treasury, controls, billing, administration and collection employees. Overachieved financial performance with 20% profit growth, and 100% cash flow improvement year on year with focus on 60% reduction of delinquent accounts receivables. Successfully led massive firm-wide efforts to institute procedures and controls to meet Sarbanes Oxley Section 404 requirements, with 100% satisfactory audit pass rate. ADT North America finance team achieved best standings for forecasting accuracy, strategic planning, accounting reconciliations, reporting timeliness, controls readiness, cash efficiency and budget over achievement. Appointed to Tyco's Diversity Board.

Americas Ventures

2000 - 2003

Venture consulting firm that provides resources and funding for entrepreneurs, investors and venture capitalists. Established presence in Miami, Buenos Aires, Mexico City and Sao Paulo with peak employment of 30 consultants.

Chief Executive Officer

Miami, FL

Created corporate vision and obtained funding of over \$1M from self, local investors and McKinsey & Co. Achieved profitable business models in less than one year. Operated as two business models: "eFiltro", a business plan analysis and start-up accelerator/incubator for venture capitalists, and "New Idea Center", a capital funding and consulting service for entrepreneurs. Established customer contracts and business alliance relationships. Over one-third of customers, with total raised capital of \$146M, achieved additional funding. Appointed as Board Director of the InternetCoast, which is South Florida's technology organization of over 1,200 companies, and chairperson of its Marketing and Entrepreneurship committees. Advisor, investor and interim CFO for new ventures in technology and trade industries.

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IBM Corporation

1984 - 2000

Global information technology hardware, software and services leader with over +\$100B in revenues.

Director of Strategy and M&A

1999 - 2000

IBM Latin America

Fort Lauderdale, FL

Managed IBM's merger, acquisition, divestiture and strategy in +\$4B division. Main areas of responsibilities included regional strategic direction, emerging business opportunities, mergers & acquisitions, and alliances.

Chief Financial Officer

1997 - 1999

IBM Brasil Ltda.

Rio de Janeiro & Sao Paulo, Brazil

International assignment with financial responsibilities for +\$3B IBM computer hardware, software and service business in Brazil. Led over 350 finance and administration professionals in planning, accounting, treasury, disbursements, pricing, financing and controls. Country director with regional performance responsibilities and multiple outside relationships with customers, boards and press. Completed major strategic restructuring with enhanced revenue growth and profitability (Brazil Transformation 2000 project), successfully hedged \$500M assets versus 1999 currency devaluation, optimized fiscal benefits with annual savings of over \$75M, accounts receivable negotiations, and turnaround of controls with 96% pass rate.

Chief Financial Officer / Director of Finance

1996 - 1997

IBM Personal Computer Co. - Latin America

Fort Lauderdale, FL

Promoted to division CFO for a +\$800M personal computer business in Latin America. Supervised five country controllers, two manufacturing sites, and a regional headquarters staff. Responsible for controls, plans, pricing, logistics, fulfillment operations, and information systems. Obtained consecutive quarterly profit budget achievement, turnaround control posture with 100% pass rate, pan-regional management model implementation, and restructure of Brazilian operations. Named acting sales marketing manager.

Global Plans and Controls Manager

1995

IBM Personal Systems Group

Armonk/Somers, NY

Coordinated multiple divisions inputs, analyses to support, and preparation of presentations for Personal Systems Group's \$15B plan submission to corporate headquarters. Achieved 100% quarterly profit targets.

PC Product and Pricing Analysis Manager

1992 - 1995

IBM Personal Computer Co - Europe/Middle East/ Africa

Paris, France

International assignment and promotion to product pricing and channel management role in a \$5B revenue division. Implemented regional prices, channel terms, special bids, competitive analysis and currency management. Drove cost improvements, consistent channel policies, and currency optimization.

Program Manager, Global PC Financial Analysis

1990 - 1992

IBM Personal Systems Development

Boca Raton, FL

Promoted to lead technical coordinator for the strategic and financial analysis of new IBM personal computer products in R&D site. Served on the PS/2 Server, Thinkpad, Aptiva and ValuePoint launch teams. Main recommendations led to PC Server division and creation of a value product. Won global team quality award.

Senior Financial Advisor, Special Financing & Treasury

1988 - 1990

IBM Credit Corporation

Stamford, CT

Provided treasury analysis for the \$1B special leasing and investment portfolios. Extensive interaction with Wall Street investment banks and financial research groups. Coordinated IBM Credits' annual plan.

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Manufacturing Planning Manager

1984 - 1987

IBM Entry Systems Division

Boca Raton, FL

Performed numerous financial analyst positions for \$5B PC manufacturing site that addressed expenses, costs, resources, capital, procurement and processes. Promoted to IBM Manager in less than two years.

KPMG

1981 - 1982

KPMG (Peat Marwick) is a global network of professional firms providing audit, tax, and advisory services.

Auditor & Consultant

San Juan, Puerto Rico

Conducted reviews of business controls and accounting statements for major multinational corporations based in Puerto Rico. Field experience included pharmaceuticals, banking, manufacturing and service organizations. As a consultant, assisted in analysis of systems, operations, tax and personnel search.

EDUCATION

UNIVERSITY OF CHICAGO

1982 - 1984

Masters in Business Administration

Chicago, IL

Specialization in Finance. Full academic scholarship. Dean's List Honors. Chairman of the Latin American Business Group. Teacher assistant in Information Technology.

GEORGETOWN UNIVERSITY

1977 - 1981

Bachelors in Business Administration

Washington, D.C

Double major in Finance and Accounting. Graduated with honors from the Financial Management Association. Research assistant for international finance professor. U.S. House of Representatives Intern. Summer internships with Citibank, Leo Burnett Advertising and Bristol-Myers-Squibb.

SKILLS

CERTIFIED PUBLIC ACCOUNTANT

State of Florida CPA License # 16881. Active since 1983.

LANGUAGES

Native English & Spanish. Fluent French & Portuguese.

AFFILIATIONS

Managing Partner • Architecture Metals Ltd. (Specialty metals construction firm in Florida) 2006-11
Board of Directors, Audit Committee Chairperson • ITEC Brazil Ltda. (Sao Paulo, Brazil) 1997-99
Board of Directors, Marketing Chairperson • iCoast (South Florida Technology Assoc.) 2000-03
Board of Directors, Finance Chairperson • Sacred Heart Nativity School (San Jose, CA) 2008-11
Board of Directors • University of Chicago GSB Alumni Club of South Florida 1999-2007
Board of Directors • Boca Raton Riviera Civic Association (Boca Raton, Florida) 1994-1998
Board of Advisors • Merkatum Biometrics (Miami, Florida) 2000-2010
Board of Advisors • ITC Ventures (Sao Paulo, Brazil) 2001-2004