

Mark Deady, MBA, CPIM
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Finance Consultant • IT Auditor • Compliance Auditor • Engagement Leader

Hands-on engagement leader, process designer, and technical leader with extensive experience in auditing systems and applications, software development life cycles, and coordinating project teams. Possess a track record of 100% clean opinions for inclusion in clients' SEC Reporting. Knowledgeable in a wide variety of industries. Consistently demonstrate excellent documentation, communication, and mentoring skills.

Professional Experience

President / Managing Director – *Swift River Risk & Advisory Services (2008 - Present)*

Secure and deliver engagements for boutique Risk & Advisory practice specializing in outsourced Internal Audit services. Consult with clients and lead Compliance projects, Information Technology projects and Internal Audit projects on behalf of management. Accountable to clients for consulting services to institute best practices, project planning, methodology and platform development, data logistics, remediation, big four accounting firm coordination, and Executive & Board reporting.

Key Accomplishments:

- Provided financial consulting to Boards of Directors, Management Teams, CFO's and Controllers
- Track record of 100% clean opinions for inclusion in clients' SEC Reporting, achieved by actively leading all aspects of compliance projects and transforming areas of non-compliance to compliant through remediation and process improvement.
- Delivered all projects on time and on budget.

Engagement Leader / Director – *CBIZ Risk & Advisory Services (2004 - 2007)*

Orchestrate operations for the Risk & Advisory division of \$8B professional services provider. Consult with clients and lead major Sarbanes-Oxley 404 Compliance (SOX) projects, Information Technology projects and Internal Audit projects. Accountable to clients for staffing and delivering consulting services, big four accounting firm coordination, and Executive & Board reporting.

Key Accomplishments:

- Secured and negotiated large and small scale SOX projects, IT projects and consulting engagements.
- Delivered significant financial audit projects for both local and global companies, ranging in size from \$100M to \$2B in revenue.
- Track record of 100% clean opinions for inclusion in clients' SEC Reporting, achieved by actively leading all aspects of Sarbanes Oxley 404 projects.

VP Finance – *Accelera Wireless/Statistys Inc. (2002 - 2004)*

Forge new ground in upgrading the business processes for Accelera to World Class levels in anticipation of the sale of the company to Tyco for \$120M. When Tyco defaulted on the sale, I joined the Accelera leadership team in forming Statistys Inc. reporting directly to the CEO and created a fully integrated business plan and participated in Venture Capital fund raising initiatives.

Key Accomplishments:

- Achieved Strategic Supplier Status with IBM, through the successful negotiation of a Strategic Partnership Agreement.

- Championed the Platform for Profitability that included improvements in Services Pricing, Project Management, Network Design, Deployment and Services Subcontracting.
- Directed the financial accounting for a \$30M non-US project based in London.

Finance Director for North America – Lucent Technologies Inc. (1999 - 2001)

Provided financial integrity for Lucent's North America Division with dual reporting to the Global Markets CFO and the Division President. Provided Financial Counsel and Leadership across all facets of the \$20B business, including but not limited to, Strategic Business Planning, Accounting, Compliance, Contract Development, Customer Financing, Profitability, Sales Analysis, Sales Compensation Planning, Acquisitions, Equity Stake Holdings, Financial Analysis, Bid & Proposal Support.

Key Accomplishments:

- Led a team of 84 people across the US and Canada.
- Developed and Launched Vendor Financing programs.
- Integrated a major acquisition (Ascend) into the accounting system.
- Reduced Market Channel Inventory by \$100M.
- Took equity positions in key telecom companies.

Additional Key Experience & Accomplishments at Lucent / AT&T:

**Finance Director for \$4.2B AT&T Customer Business Unit ;
Senior Financial Manager for \$1.2B SONET, SDH Business Unit**

Key Accomplishments:

- Exceeded All Profitability and Revenue Targets in 1998,1999 and 2000
- Assured provision of adequate funding to fuel business growth.
- Played a pivotal role in developing the MWBE distribution channel.
- Formulated strategies to grow the Wireless Business to capitalize on the creation of AT&T Wireless.
- Provided financial support and counsel to the team that successfully settled the Bell Atlantic Law Suit for zero damages against a \$110M exposure.
- Devised a Percent of Completion Project Accounting process for projects over \$100M.
- Researched and applied accounting rules for the successful set up and utilization of a Special Purpose Entity.
- Developed a Business Case Analysis Tool that became the official tool for the entire Company.

Education and Credentials

MBA Finance - University of Massachusetts, Graduate School of Business

Bachelor of Science, Business Administration - University of New Hampshire; Whittemore School of Business and Economics

CPIM - Certified in Production and Inventory Mgt. - APICS

Executive Education - Duke University, Business Growth Strategy

Institute of Internal Auditors – Member