

Jorge R. Forgues

Managing Director, Advisory Services

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Jorge is a 25+ year seasoned executive with proven success in creating shareholder value through effective capital management while delivering accelerated growth.

He is a driven leader and mentor with a track record of developing teams that deliver high-quality work and results. He has global experience in complex technology markets.

Jorge has been Chief Financial Officer with fast growing, privately held companies, ranging in size from \$5M to over \$100M in high-tech, software, and SaaS companies. Most recently he served as the CFO at Binary Fountain, a company in the 'on-line management reputation space', which was sold to a channel partner for \$130M (4x revenue).

Industry Expertise:

- High-Tech
- Software
- SaaS
- Professional Services

ADVISORY EXPERTISE

- Fractional CFO
- Budgeting modeling
- Working capital optimization
- Cash flow assessments, and forecasting
- Financial reporting, and scenario planning
- Bank debt, venture debt, and equity financing structure and negotiation
- Acquisition due diligence
- Contract legal streamlining, and sale commission plans
- Employee benefit plans and HR processes review, and recommendations
- Sales & Use tax review, and recommendations
- Global risk management, and insurance program review
- Corporate real estate, and facilities management
- Acquisition analysis, due diligence, and planning

Charles Towne **Advisory Services** provides solutions to complex business problems and experienced advice to tackle strategic options. Our team is comprised of former CEOs, CFOs and COOs who have deep industry knowledge and functional specialization. We compliment the vision of CEOs and their teams using an array of data-driven, empirical processes that when optimally executed result in superior performance. Our team's specialized skills can be critically valuable to managing through a business crisis or reorganization as well as evaluating and executing acquisitions for both strategic and financial buyers.

CTH's **Investment Banking** capabilities cover M & A and Private Placements for equity and debt (series B or later). Every deal is led and accompanied by senior-level bankers, many of whom also bring previous operational experience. Our target deal sizes typically start at \$10mm. If it is not a fit, we will be quick to tell you. And if you are a start-up or raising a Series A, our advice is to don't hire an investment banker! VCs don't like spending their money on anything except growing the company.