

Don Cox
Partner



Select Executive Experience

Watterson Environmental & R3 Restoration (2021-2022)
CFO

Infusion Associates (2019-2021)
CFO

DKI Ventures LLC (2013-2019)
CFO

Allpoints Holdings Inc. (2007-2012)
CFO

Sysmex America Inc. (2001-2006)
Controller/Director of Accounting

Brann Worldwide (2000-2001)
Director of Corporate Accounting

Quest Diagnostics Inc. (1995-1999)
Regional Controller

Loretto Hospital (1993-1995)
Assistant Controller

KPMG International (1988-1993)
Audit Manager

Core Competencies

Accounting & Financial Management
Strategic Planning & Analysis
Financial Metrics Reporting
Systems Integration
Private Equity
Benefits & Salary Planning
Debt Compliance & Cash Management
Business Risk Management
Working Capital Improvement
Innovative Functional Improvements
Staff Development
Capital and Operational Forecasting
Multi Location Integration

Executive Profile

Don Cox is a Partner in the Chicago office of SeatonHill. With over 30 years of experience, Mr. Cox is a middle market company financial leader adept at developing metrics, infrastructure, teams, process improvements, margin enhancements, due diligence, private equity, and integrations, driving EBITDA growth within growth-oriented companies in various industries. As a senior financial leader (CPA/MBA), he is adept at reporting & analyzing financial data, budgeting, forecasting, risk management, acquisition due diligence & system integrations of functional and operational areas.

Education & Certifications

Executive MBA
Northern Illinois University

BS
Northern Illinois University

CPA

Member of the AICPA (Active)

SEATONHILL™

SeatonHill Partners, LP
777 Main Street, Suite 600
Fort Worth, TX 76102

www.SeatonHill.com

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For more information contact:

don.cox@SeatonHill.com



Our partners have deep experience across multiple industries, and can quickly integrate into your organization to provide the insights you need to succeed in today's marketplace.

Don Cox
Partner



Key Experience

Environmental and Restoration Company: As CFO for this \$100 million private equity environmental company, Don Assisted in the sale of the company to a PE investor. He helped expand a self-performing brand from 5 locations to 9 locations, increasing revenues by 70% and coordinated a spin-off, creating the infrastructure for payroll, benefits, purchase accounting, and a first year audit. Most notably, Don worked on 2 post acquisitions that doubled the revenue size of the business to \$200 million on a TTM basis.

Infusion Therapy Center: As CFO for this \$200 million private equity outpatient infusion center, Don expanded the company from 1 location to 5 locations within 18 months. He also increased revenue growth from \$40mm to \$120mm on a TTM basis. Most notably, EBITDA more than doubling in dollars with his leadership. Don also collaborated with ownership and C-Suite on the due diligence & integration of new locations, including operating and financial metrics. He designed and implemented an ERP system conversion from QuickBooks to NetSuite under budget & on-time and implemented a 401(k) retirement plan.

Construction Property Restoration Franchisor: As CFO for this \$18 million PE restoration company with over 300 locations, Don developed the financial reporting package and reduced the closing process to 5 days following the acquisition by a Private Equity owner. He implemented an asset-based LOC facility (\$2.5m) to improve working capital and negotiated a new corporate facility lease, coordinating the build-out and facility move for approximately 30 employees. Don also designed and implemented an accounting system conversion in 6 months. Most notably, he divested one business unit in for improved profitability & a double digit multiple of EBITDA. He implemented various process improvements in vendor bill authorization, T&E processes, client invoicing and contractors' disbursements to improve turnaround time by 3-5 days, & DSO metrics by 3-5 days. Under his leadership, there was revenue growth from \$8m to \$18m and EBITDA growth from 4% to 15% on a TTM basis within 5+ years, completing an add-on acquisition & the integration of a consulting practice adding \$4.5m in annualized revenue.

Food Service Distribution Company: As CFO for this \$200 million private equity owned distribution business, Don was responsible for coordinating all accounting and finance efforts with 2-10 direct reports and 34 indirect reports across 5 locations collaborating with IT, HR, Sales & Marketing,

and Purchasing. Under his leadership, the company grew from \$20 million to \$120 million in sales with three acquisitions plus organic growth of 5-15% annually. Don integrated these acquisitions after due diligence and coordinated purchase accounting. He also standardized vendor payment terms, implementing ACH increasing working capital by 10 days and driving \$100,000 of purchase discounts. Don negotiated and planned a facility move/build out from 26k sq ft to 40k sq ft keeping the facility cost flat. He also negotiated the services and reporting with bankers, attorneys, accounting & tax firms, payroll services, insurance brokers and other professional service firms. Don significantly improved financial reporting (3-day month-end close +3-day reporting) and daily metrics to provide critical information for real time business decisions, collaborating with Inside Sales (Call Center) and Web Marketing(E-Commerce) to deliver metrics and KPI's. Most notably, he worked with ownership and investment bankers to prepare and sell the company, a 6-month Exit process that resulted in a very high EBITDA multiple.

Medical Lab Equipment Distributor: As Controller and Director of Accounting for this \$140 million division of an \$800 million international corporation (Japanese parent company), Don responsible for the Finance, Accounting and Billing functions through 7 direct reports and 17 indirect reports. He implemented Web-based applications for time and attendance, expense reporting, and internal financial statement distribution increasing productivity and efficiency to allow for a five-fold increase in volume year over year. Don also coordinated all business lines of insurance coverage with outside vendors to join a captive insurance group saving \$250k annually. Most Notably, he also restructured the finance function to support an organization that grew from \$50 million to \$140 million in 3 years through an acquisition of a diagnostics division, and organic growth.

Publicly Traded Advertising Firm: For this \$350 million wholly owned subsidiary (\$3 billion French parent company) Don was responsible for controller, treasury, and consolidation responsibilities with 3 direct reports and 23 indirect reports

Publicly Traded Diagnostics Company: For this \$65 million division (\$3 billion parent company) Don was Responsible for the Billing, Finance, Accounting, Purchasing, and Facility functions with 5 direct reports and 35 indirect reports.

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