

Will Baccich

Partner



Select Executive Experience

TrueSpot (2024-Present)
CFO

BitLyft Cybersecurity (2023-Present)
CFO

Global Data Vault, LLC (2004-2022)
CEO

Portland Harbor Corporation (Current)
Board Director

SC Minerals (Current)
CFO

Core Competencies

Financial Reporting

Financial Planning and Analysis

Analytics and Modeling

Mergers and Acquisitions

ERP Implementation

Accounting Processes

Forecasting

Data Mining and Analysis

Internal Controls

Capital Structure and Capital Raises

IT Oversight

Strategic Planning

Investor Relations

Organization Design

Revenue Recognition and ASC 606

Artificial Intelligence (AI)

Data Science

Data Integration

SQL

Python

Power Query

Executive Profile

Will Baccich is a partner in the Dallas Fort Worth office of SeatonHill. He is an experienced financial and operational strategic planner who has served as Chief Executive Officer and Chief Financial Officer, at multiple privately held mid-market firms. Will is enthusiastic about creating a culture of strengths, where team members are empowered to succeed and drive results. Working in the SaaS space, he led business and financial strategy to exit and sale to a private equity buyer. He is frequently sought after by CEOs, Founders, and Mergers and Acquisitions firms to support their financial and executive team strategies. Will has also adopted a suite of Artificial Intelligence, data modelling, and software development tools, including SQL, Python, and Power Query, into his workflow to leverage financial modelling, forecasting, capital planning, and performance analysis.

Industry Experience

SaaS

Software Development

Manufacturing

Professional Services

Distribution

Retail

Education & Certifications

Bachelor of Science in Computer Science

Louisiana State University

CPA

State of Louisiana (inactive)



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.

Will Baccich
Partner



Key Experience

Sponsor-Backed SaaS Company: As Fractional CFO of a rapidly growing SaaS company, Will handles forecasting, planning, and addressing working capital and equipment finance needs. He helped secure additional financing, boosting total capitalization by 25%. Will collaborates with the CEO and Board to report, monitor results, and prepare for future opportunities and challenges.

SaaS Company: As founder and CEO of a technology company specializing in data backup, disaster recovery, and business continuity solutions, Will led the company which produced excellent results in growth, profitability, and customer service. From its inception, the company experienced rapid growth, expanding its operations across the United States and Canada, and consistently achieved double-digit revenue growth. Through a commitment to providing exceptional customer service, the company consistently received high customer satisfaction ratings and the leadership team received recognition for its accomplishments in the industry, including being named to the Inc 5000 List in three consecutive years. As acting CFO, Will established processes for monthly financial reporting; cash, working capital, and debt requirements, as well as revenue and earnings projections. He also led the exit strategy and the subsequent sale to a private equity buyer at over 11x EBITDA.

Manufacturing Company: Will served as a consultant for a manufacturing company that specializes in the production of drilling equipment for the oil and gas industry. He was integral to the design and implementation of the systems to support the Theory of Constraints (TOC) methodology used to improve manufacturing processes and optimize production capacity. This implementation included identifying the constraints in its production process that were limiting overall performance,

creating a focus on improving the identified constraints by applying the TOC methodology through analyzing the process flow, identifying the root cause of the constraints, and implementing targeted solutions to overcome them (including the implementation of a synchronized production system, where production was synchronized with customer demand). He also implemented a system of continuous improvement process that regularly evaluated the production process to identify areas of improvement; this involved measuring performance metrics, such as lead times, throughput, and inventory levels, to identify opportunities for improvement and implement targeted solutions. The overall project led to growth in revenue from \$10M to over \$100M along with matching growth in earnings.

Software Development Company: As COO of a privately held technology company specializing in software development and consulting services, the company achieved notable financial success under Will's leadership. The business was profitable every year since its inception and averaged net profit margins over 20%, reflecting its ability to effectively manage costs and generate revenue. In addition, a strong financial position with a healthy balance sheet and a low debt-to-equity ratio enabled investments in expansion and growth initiatives.

Professional Services: Will has significant experience in software development and systems implementation for work-in-progress, services billing, and utilization budgeting and reporting. This experience included internal back office systems as well as consulting engagements for law firms and other professional services clients. Additionally, Will helped develop a complex financial reporting package for a regional public accounting firm.

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