

## Kenneth H. White

Partner



### Select Executive Experience

#### Tatum, LLC (2009-Present)

Senior Partner

#### Arcalux Corporation (2003-2009)

President and CEO

#### Central Parking System (2001-2003)

VP & General Manager (City Leader)

#### Enron Energy Services (1999-2001)

Sr. Director, New Bus Development

#### Cushman & Wakefield (1997-1999)

Managing Director Asset Services

#### Premisys Real Estate Svcs. (1990-1997)

CFO

### Core Competencies

CFO

Executive Leadership

Mergers & Acquisitions

Raising Capital

Change Management

Operations & Finance

Strategic Planning

Business Development

Emerging Growth

Debt Restructuring

Turnaround

### Executive Profile

Ken White is a partner in the Houston office of SeatonHill. For over 35 years, Ken has served within various executive roles including Chief Executive Officer, Chief Operating Officer and Chief Financial Officer of public, private, emerging growth, and international companies. He has extensive experience overseeing all aspects of financial management, operations, sales & marketing, IT, and human resources for small and large middle market companies. Industry focus includes manufacturing & distribution, high tech, energy services, commercial real estate & mixed-use development.

### Education & Certifications

#### BBA, Accounting

Texas Tech University

#### CPA

State of Texas

# SEATONHILL™

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**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.**

**Kenneth H. White**  
Partner



## Key Experience

**Tatum by Randstad:** As Senior Partner for this national financial and technology consulting and advisory firm, Ken worked with multiple clients. Representative engagements include:

- As Advisory Consultant and later CFO for a \$1.2 billion national commercial real estate subsidiary of a Fortune 1000 equivalent investment and operating growth fund, Ken served as an executive mentor, initiated process improvements, secured public financing, and oversaw asset acquisitions and business combinations.
- As interim President & CEO for a \$500 million multi-state distributor, the fifth largest distributor of hardline products in the U.S., Ken led all functional departments of the company in a turnaround environment, securing \$50 million in new credit facility, realigning distribution centers, and positioning the company to attract new investors.
- As interim CFO for a \$400 million international manufacturer, Ken oversaw the conversion and integration of a new generation Macola ES ERP system and manufacturing production system.

**Emerging Technology Manufacturer:** As President and CEO for this early-stage manufacturer and distributor of newly designed and patented technology, Ken established manufacturing relationships in China, South America, Mexico, and the U.S., and secured sales representatives and distributors in thirty U.S. states and three Canadian provinces. He consummated private placement funding aggregating \$10 million through a convertible

debt facility and Series A preferred stock issuance and sold the company to several billionaire investors.

**Central Parking System:** As VP & General Manager for this publicly traded and worldwide leader in transportation management, Ken led all facets of operations, new business development, administration, accounting, and finance for the third largest U.S. market. He operated 10% ahead of budget during adverse market conditions and positioned the division for 25% growth to more than \$75 million.

**Premisys Real Estate Services:** As CFO for this former real estate subsidiary of publicly traded The Prudential, which operated in 27 cities and serviced \$25 billion in assets, Ken was one of three key players on the senior management team that grew the company 1,200% in seven years. He coordinated the company's sale to Cushman & Wakefield, achieving a 20% increase in value over industry standard. Ken integrated PeopleSoft with JD Edwards ERP system and reduced financial and accounting costs by 65%.

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