

Will Baccich
Partner



Select Executive Experience

Global Data Vault, LLC (2001-2023)
CEO

Portland Harbor Corporation (2007-present)
Director

SC Minerals in New Orleans (Current)
Board of Directors

Core Competencies

Financial Reporting
Financial Analysis
Analytics and Modeling
Mergers and Acquisitions
M&A Integration
ERP Implementation
Accounting Processes
Forecasting
Data Mining and Analysis
Internal Controls
Capital Structure and Capital Raises
IT Oversight
Strategic Planning
Investor Relations
Organization Design
Professional Services Supervision

Executive Profile

Will Baccich is a partner in the Dallas Fort Worth office of SeatonHill. Mr. Baccich is an experienced financial and operational strategic planner who has served as Chief Executive Officer, Chief Operating Officer, and acting Chief Financial Officer at multiple privately held mid-size companies. He is passionate about creating a culture of strengths, where team members are positioned to succeed and drive results. Will is dedicated to fostering a collaborative and inclusive workplace that values innovation, accountability, and transparency with a focus on results in the form of EBITDA growth and value enhancement. Among his many accomplishments, Will led successful business and financial strategies that ultimately resulted in a sale to a private equity buyer. He is frequently sought after by CEOs, Founders, and Mergers and Acquisition firms to support their financial and executive team strategies. Will is also a member of the Board of Directors for SC Minerals in New Orleans, a private oil/gas and investment holding company.

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.

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Partner



Key Experience

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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