

Lyle Newkirk

SeatonHill Partner

CORE COMPETENCIES

SaaS • Software & Technology • Finance • Accounting • Revenue Growth • Cash Management • Mergers & Acquisitions • Start-ups • Venture Capital • Strategic Planning • Financial Modeling • Human Resources (HR) • Remote Workforce Management • FP&A • B2B • Contract Negotiation

EXECUTIVE PROFILE

Lyle Newkirk is a partner in the Atlanta office of SeatonHill. Mr. Newkirk has over 35 years of experience within CFO and executive finance roles. He has worked with public and private companies based both in the US and internationally, where he developed the strategies to achieve significant top line revenue growth and helped to facilitate various successful acquisitions and strategic exits. Lyle has extensive experience converting traditional legacy pricing systems to SaaS platforms that resulted in appreciable increases in recurring revenue. He has led numerous cross functional teams including finance, operations, HR and benefits, IPO, and M&A. Additional expertise includes tax and audit processes, budgeting, cash management, and regulatory compliance.

KEY ENGAGEMENTS

JLL (Corrigo Subsidiary): As **EVP Finance** for Corrigo, a leading SaaS company which was sold to JLL, the global commercial real estate services company, Lyle led the financial, internal control, contractual, privacy, and GDPR compliance initiatives for an international expansion that grew Corrigo's product distribution from 2 to 100+ countries and to 23 currencies. He spearheaded numerous SaaS high-impact new customer wins and improved tracking and transparency by streamlining the contract processes. Lyle reconfigured and enhanced HR processes and benefits, reducing expenses by 15% while maintaining employee retention of 90%+. He consistently set and met both short-term and multi-year financial targets, and successfully collaborated with executive leadership to consistently achieve EBITDA goals.

CareCentric: As **CFO & SVP** for this provider of billing, operations, and electronic claims within the home healthcare sector, Lyle orchestrated significant revenue growth from \$20 million annually to a run rate of over \$40 million. He converted the company's legacy business pricing model to a SaaS model which increased recurring revenue from 50% to 86%. Lyle also established a multi-year financial planning process and provided legal and financial leadership in four M&A transactions.

T/R Systems: As **CFO & SVP** for this provider of digital document management and production solutions, Lyle created recruiting programs to grow the employee base from 50 to 150 in four years, helped to expand business operations internationally, and oversaw annual revenue growth from \$8 million to \$32 million. He also led the IPO team for the company's public offering and subsequent public company activities and led in the sale of the company to a publicly held competitor.

Peachtree Software: As **Controller** and later as **CFO** for this developer of financial management software, Lyle managed revenue growth from \$19 million to \$55 million annually, oversaw working capital management, and generated \$1.5 million in cash within six months. He created an order entry and fulfillment process for mass distribution that processed over 2,000 orders per day. Lyle also co-led the sale of the business to ADP and spearheaded the subsequent integration.

EDUCATION & CERTIFICATIONS

MBA in Finance • Georgia State University (J. Mack Robinson College of Business)

BBA Finance • University of Cincinnati (Carl H. Linder College of Business)



SELECT EXECUTIVE EXPERIENCE

Corrigo-JLL [2008-2020]

EVP Finance
(Corrigo was sold to JLL in 2015)

CareCentric [2004-2008]

CFO & SVP

T/R Systems [1997-2004]

CFO & SVP

Peachtree Software [1992-1997]

CFO & Controller

CONTACT

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