# MAURICE STIMP, MBA
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Chief Financial Officer | Chief Operating Officer | Chief Information Officer |

Private Equity | Healthcare Organizations | Tech & SaaS Start-ups

Business Integrator for Start-ups and Businesses Wanting to Scale | Leading Quantum Performance | No Ho-Hum Solutions | Revenues $20M – $200M | 70 – 200 employees
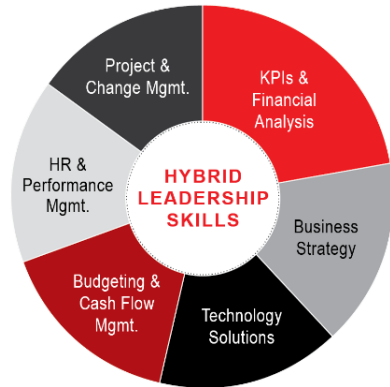
Nationally recognized expert for selecting, evaluating, and implementing accounting systems. A customer-focused leader with experience across finance, operations, and technology.

Implemented multiple integrated accounting, payroll, manufacturing, and office productivity systems for organizations to 1,500 employees. Led hundreds of systems solution applications in manufacturing, distribution, nursing home management, medical practices, community health centers, and ambulatory surgery centers. Skilled at recognizing patterns, understanding operational flows, and integrating systems into existing work environments.

Deliver sustainable outcomes with no ho-hum solutions—only rapid results steeped in a thorough analysis. Consistently deliver revenue and profit goals. Described as an intelligent, strategic, and adventurous leader who leads from behind through creativity, excellence, and growth.*

360Reach Survey used by 20% of Fortune 100 companies

HYBRID LEADERSHIP SKILLS

- Business & Startup Leadership
- Budgeting & Cash Flow Management
- Project & Change Management
- Electronic Health Record Software

- Cash Flow & Financial Modeling & Analysis
- Burn-Rate Management Strategies
- Board Support & Investor Relations
- CRM Technologies, Selection & Implementation

- Business Intelligence, Analytics & SQL
- Conflict Management & Employee Coaching
- HIPPA Compliance & Security
- Cross-Functional Team Management

CAREER PROGRESSION

Chief Financial Officer (CFO)   2019 – Present
Sterling Health | New York, NY

Sterling Health is a healthcare marketplace start-up with 20+ employees. Hired by CEO to design integrations with EHR systems. Quickly expanded role to lead business analytics, internal accounting, financial projections, modeling, cash flow management, human resources, performance management, HIPAA Compliance, and stockholder communications.

*Reporting to the CEO, serve as a vital contributor of the team that raised **$15 million** in seed round funding. Designed 5-year financial projections model serving as the foundation for the financial side of the investor pitch. Created business intelligence dashboards to track market-facing KPIs.*

- **Rigorously managed** monthly cash flow burn, reducing burn rate by 50% to $300K per month. Designed cash flow projection model and cash flow dashboards directly linked to the accounting system.
- **Executed Capshare capitalization table management system** to track shareholder ownership records for 150 shareholders.
- **Implemented Tallie expense tracking system** eliminating the use of spreadsheets and paper and PDF receipts resulting in significant time savings, improved performance, auditing, and full receipt retrieval and review.
- **Drove strategic human resources management practices**, including creating and implementing employee onboarding and offboarding processes to enhance initial employee experience, increase security, and comply with HIPAA policies.
- **Developed the company's first performance evaluation system** centered around the GE performance behavior matrix.

Founder & Partner | COO | CFO | Chief Culture Officer   2015 – 2019
Terma IT Solutions, LLC | New York, NY

Terma was formed from the merger of Stimp Systems and a local competitor to create a larger organization to take advantage of significant financial, operational, and cultural synergies.

- **Merged Stimp Systems** with a healthcare-focused local MSP competitor, serving as the COO and CFO of the combined entity. Grew the company to approximately $10 million in revenues with 70 employees.
- **Accountable for daily leadership** and management of the company consistent with the company's mission and core values supporting sales, profitability, and cash flow. Significantly improved staff loyalty and client engagement.
- **Leveraging effective change management** and optimal culture strategies, guided the integration of the two organizations while developing a sense of pride and loyalty among staff that ultimately produced higher levels of customer service with happier clients.

Founder & CEO | Stimp Systems Group, Inc. | Long Island City, NY   1984 − 2015

Outsourced technical support organization delivering IT resources to clients not large enough to warrant their own IT department, yet had extensive, ongoing IT needs. Stimp's vision for IT meant that Stimp's solutions became a business enabler, not simply a tool—a value proposition that was an innovative differentiator in the burgeoning MSP market.

Stimp Systems 1994 – 2015

- **Grew the business to $4M** in revenue and 40 staff members, creating a collaborative culture with a single-minded focus on customer service ensuring project success, while maintaining a 95% employee retention in a competitive marketplace.
- **Spearheaded a multimillion-dollar project** for a nursing home management client delivering technology management services for skilled nursing homes with over 5,000 users and 400 nursing homes in the US and 100 full-time client staff headquartered in New York. The project led to an award conferred by the client's CEO and an invitation for the team to attend an event at a Yankee Stadium skybox.
- **Established industry-leading** Stimp Operating Standards, which documented and formalized Stimp's best practices and formed the foundation of Stimp's client service and superior productivity principles.
- **Led the company** to the inclusion in the esteemed *Inc.5000* for 3 consecutive years in 2011, 2012, and 2013—an annual report of the fastest-growing privately held innovators in America ranked by percentage revenue growth.

Stimp Systems 1992 – 1994

- **Directed a period of expansive growth** with the focus on technology as a business strategy rather than marketing technology as a product itself, which ultimately enhanced client operational effectiveness and control.
- **Accelerated growth** through a continuous stream of new clients, leveraging expertise as a CPA with an in-depth knowledge of accounting systems leading to referrals through multiple top accounting firms in New York City.

Stimp Systems 1984 – 1992

- **Used leading-edge knowledge** of early-stage spreadsheets (Lotus 1-2-3 and Symphony) to design flexible, assumption-driven financial projections and budgeting models for multimillion-dollar projects.
- **Grew the firm** from a solo technology consulting practice to a team of 15 professionals. Directed a build-out of a new 5,000 square foot office in the World Plaza to accommodate new customers and expanding staff.
- **Led technology operations including purchase, resale, and configuration** of computer hardware with early network implementations.
- **Built expertise as one of the top 10** source code developers of Macola Software as members of the President's Council advising Macola on future software development and product marketing.

SENIOR ACCOUNTANT and CONSULTANT | Peet, Warwick, Michael & Co., New York, NY | 1980 − 1984

Recruited to join the "Big-8" accounting firm (currently LPRG) directly from college. Worked two years in the audit department, first as an accountant, then promoted to senior accountant. Transferred to the PMM consulting division and worked for 2 years on various consulting projects, most notably a project in support of AB&B's divestiture of its monopoly long-distance carrier operations.

FORMAL EDUCATION, PROFESSIONAL MEMBERSHIPS, & CERTIFICATIONS

- MBA Finance | New York University Stern School of Business
- BBA Accounting & Organizational Psychology | Baruch College (CUNY) | summa cum laude
- CPHIMS, Certified Professional in Healthcare Information and Management Systems | 2010 (inactive)
- Certified Public Accountant | 1980 (inactive)

INDUSTRY PUBLICATIONS & PRESENTATIONS

- Contributing writer to the "Technically Speaking" column of *Dermatology World* Magazine published by the AAD (American Academy of Dermatology). Articles focused on technical issues of interest to the medical profession.
- Author, *The EHR Guru*. A parable about how physicians can upgrade their technology and implement electronic health record software. *The EHR Guru* serves as a proven blueprint for enterprise software implementation projects.
- Invited conference speaker for technology issues relevant to medical practices, including local MGMA (Medical Group Management Association) and eClinicalWorks conferences.

"As a business leader, Maurice has many unique competencies and is one of the most committed professionals I know. Having come from the private equity world, a person with Maurice' work ethic, intelligence, and business acumen is quickly noticed. Maurice is driven by solving complex problems with quick decision-making and an ability to process massive amounts of information rapidly" − Rick Blain, CFO, Sterling Health | New York City, NY