

Roy Watson

#The Portfolio Company CFO: Helping Stressed-Out Private Equity Groups Plan (vs. Hope) for Success.#

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Summary

Are you a stressed-out private equity portfolio manager who is tired of playing the “Pseudo CFO” for your \$5 - \$20MM portfolio companies? Are you:

#Wondering what the real financial position of the portfolio company is, after hearing the same old sales story from the business?

#Constantly dealing with unpleasant surprises such as stressful phone calls, ambush updates & tension-filled decisions, putting you in perpetual firefighting mode?

#Struggling to find the time to research new opportunities because you’re spending all your time with the current investments?

Navigation Business Solutions, LLC (NBS360) empowers you and your firm to take a proactive vs reactive role. We do this in several ways:

1) The NBS360 CFO becomes your financial conduit to your portfolio companies. Our timely & accurate communications combined with our strategic evaluation of financial reports & forecasts enables you to make proactive decisions.

2) The NBS360 CFO works alongside the Portfolio Company's Executive Team as their in-house financial advisor. We represent them with lenders, banking & equity partners & Boards.

3) NBS360 CFO provides affordable & permanent/part time CFO & Board level financial oversight & assessment of your portfolio companies. Most \$5-\$20MM portfolio companies don't need a full time CFO. We can usually reduce your CFO needs from one per company to one CFO working with 2-3 companies.

Our highly qualified and experienced CFOs only work with small to mid-sized investment groups. We take the company from where it is today to a successful exit strategy, ensuring there are no surprises of how your investment is allocated.

(Read the attached testimonials file below. Discover how we've helped Regent Private Capital, Kenmont Capital, C1 Value Partners, Caja Logistics & Greens Worldwide.)

#Stop crossing your fingers; hoping an investment “works out.” Instead, call me today at 407-484-7452 so I can help you & your private equity group plan (vs. hope) for success.#

Specialties

#Private equity and venture capital firms’ financial representation of their \$5MM – \$20MM portfolio companies

#Permanent/part time CFO and board level financial oversight of \$5MM – \$20MM portfolio companies

Experience

Executive CFO, Managing Partner at Navigation Business Solutions, LLC

January 2005 - Present (6 years 3 months)

I am the Managing Partner of NBS, an executive CFO firm focused on the financial needs of Private Equity and Investment Groups to their Portfolio Companies. Major engagements include:

#C1 Value Partners, LLC#

Currently involved with C1 Value Partners, a local Merchant Bank, with the spin out and sale of a Public Entity’s subsidiary company. Revenues of the subsidiary exceed \$8MM and price being negotiated of \$12MM+-. NBS has been involved with oversight and due diligence of all financial work in addition to negotiations with several large international companies.

#Regent Private Capital, LLC & Kenmont Investments, LLC#

Current engagement with these Private Equity Groups to transition a maritime shipping, Marshall Islands Company and several subsidiaries to a Greek company.

* Involved in the sale of 3 multi-purpose container/bulk carriers 5,036 mt DWAT 366 TEU.

#Caja Logistics Group Corp#

* VP, CFO of an offshore maritime logistics company in Brunswick, Ga.

* Established and implemented a turnaround plan that increased revenue by 30%.

* Established and oversaw all accounting, financial, HR and compliance systems for international holding company and 6 offshore subsidiaries.

* Implemented positive cash flow procedures for the company.

* Million dollar turnaround negotiations including vendors and financial institutions to restructure debt.

* Oversaw financial operation of 4 multi-purpose container/bulk carriers 5,036 mt DWAT 366 TEU each servicing clients worldwide.

#Greens Worldwide, Inc. (OTC GRWW OB.)#

* CFO of Public holding company with 9 national subsidiaries.

* Responsible for establishment and oversight of all Accounting, HR and IT departments as well as

all SEC reporting and compliance.

* Turnaround situation requiring restructure of over \$12 million in debentures, warrants, options and stock with several financial institutes and PIPE funds as well as establishing bank relationships.

2 recommendations available upon request

President / CFO at RatingSource, Inc

2000 - 2004 (4 years)

Based on Winter Park, FL, I built and launched a successful ASP to evaluate the performance of architects, engineers, general contractors, owners and sub contractors.(www.ratingsource.com)

Highlights include:

- * Responsible for the establishment and oversight of all operational and financial systems as well as regional sales.
- * Established and updated comprehensive business plan, cash flows, budgets and projections.
- * Negotiated sales contracts with several states, counties, universities and health care organizations as well as numerous AEC firms.
- * Spearheaded capital negotiations with several national investors. Secured funding of over \$200,000 to advance establishment of the database and support start up.

#Major Clients#

Skanska USA, Centex Rooney, Centex Rogers, Osceola County School Board; States of Nevada, Tennessee, Oregon, Washington; City of Phoenix, Vanderbilt University, Hartsfield-Atlanta Airport and Children's Health Care of Atlanta.

President, CEO at Watson Tile, Inc

1982 - 2001 (19 years)

I founded and established Watson Tile as one of the premier ceramic tile distributors in the United States. Highlights include:

- * Grew the company from one location in 1981 with 6 employees to seven locations throughout central and north Florida with 60+ employees.
- * Advanced sales from \$300,000 in 1981 to \$10,000,000+ in 2001.
- * Established sales, financial, human resource and operating systems for growth and expansion in highly competitive marketplace.

#Major Clients#

Darden Restaurants, Walt Disney Industries, Centex Rooney, U.S. Homes, Beezer Homes, The Master Custom Home Builders of Greater Central Florida.

#Signature Projects#

Walt Disney International Headquarters, Seminole Mall, National Olive Garden Restaurants.

Staff Accountant at Lovelace Roby and Company, CPA firm

January 1980 - January 1982 (2 years 1 month)

I was involved in tax filings and gained extensive audit experience in a variety of industries including health care, municipalities and entertainment.

Education

Stetson University

BBS, Accounting, 1976 - 1980

Activities and Societies: Pi Kappa Alpha Fraternity

Interests

Surfing, Fishing, Golf

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2 people have recommended Roy

"Roy and I worked very closely at GreensWorldwide, Inc. He has the special talents of being extremely knowledgeable, very responsive, and a strong team player - whether as an employee or executive consultant. Coupled with a high sense of integrity and focus on results, Roy complements both a stable organization as well as an exponential growth company. He gets the job done and is fun!"

— **Bill Conwell**, *Chief Operating Officer, Greens Worldwide, Inc.*, worked directly with Roy at Navigation Business Solutions, LLC

"Enjoyed working with Roy developing models, preparing documentation and securing candidates for strategic partner deals. Roy's easy-going demeanor belies an intense preparation, thorough work product and his practical fiscal advice."

— **John A. Webb**, was Roy's client

[Contact Roy on LinkedIn](#)