

## **S. CRAIG RODRIQUEZ**

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### **EXPERIENCE**

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#### **L3 TECHNOLOGIES – Mission Integration (Greenville, TX)**

##### **Sr. Manager, Procurement Compliance / Business Controls / Cost Analysis (2010 – Present)**

- Manage team of 14 supporting Supply Chain Data Analysis, Proposal Analysis, Compliance, and Material Planning.
- Perform L3 Corporate-wide training on FAR/DFARS, Cost/Price Analysis, and Negotiations (Subject Matter Expert).
- Perform due diligence on all procurements exceeding Truth-In-Negotiations-Act (TINA) threshold (\$750 thousand).
- Plan and participate in negotiations with subcontract management on final procurement values exceeding TINA threshold.
- Prepare Aerospace Systems companies for CPSR through PO documentation audits, buyer training, and DCMA interface.

#### **BOOTSTRAP CAPITAL, LLC (Royse City, TX)**

##### **Managing Member, Owner (2008 – 2010)**

- Founded Italian ice retail and wholesale business operating seasonally in Royse City, Texas.
- Negotiated and established mobile vendor franchisee/licensee arrangement.

#### **TXU CORP. (Dallas, TX)**

##### **Manager, Strategic/Corporate Planning (2005 – 2008)**

- Instrumental in evaluating/modeling impact of a flexible set of transactions including mergers, acquisitions, and divestitures. Developed and operated primary financial model evaluating largest leveraged buyout in history (\$45B).
- Played key role in modeling the financial impact of TXU's \$10 billion development project to build an additional 9.1 gigawatts of generation capacity among several other development opportunities and strategic initiatives.
- Established as the go-to person on Corporate Finance and Accounting related issues within the Planning Group.
- Conducted plan and forecast variance analyses and key performance indicator calculations on business unit and consolidated levels.
- Problem solving and critical thinking skills played an important role in a promotion to Manager within the first year of employment.

#### **SPENCER CAPITAL MANAGEMENT (New York, NY) / DUPONT CAPITAL MANAGEMENT (Wilmington, DE)**

##### **Investment Analyst (Summer 2004)**

- Completed internship with value-oriented hedge fund focused on special situation and event-driven investing.
- Developed investment theses on distressed companies and those in special situations.
- Developed operational ROIC decompositions to evaluate the relative contributions of operating margins, working capital requirements, capital turnover, cash taxes, and other operating metrics.
- Analyzed all components of capital structure for possible investment through detailed credit analyses, debt covenant reviews, liquidity analyses, competitor analyses, and free cash flow modeling.
- Interviewed company officers, sell-side analysts, and industry experts to develop views on company prospects.
- Emerging markets equity analysis for multi-billion dollar pension fund.

#### **ANDERSEN, LLP / GRANT THORNTON, LLP (Tulsa, OK)**

##### **Senior Associate, Audit (2000 – 2003)**

- Conducted industry research, trend analyses, and competitor evaluations to understand business strategies and risks of energy, venture capital, software, financial services, and manufacturing clients.
- Interviewed C-level executives concerning financial and accounting performance and projections.
- Analyzed financial statements of public and private companies as a senior associate with Big 5 public accounting firm.
- Prepared financial statements for SEC filings, and reviewed Management's Discussion and Analysis for consistency with statements of position, results of operations, and cash flows.
- Significant experience with energy supply and trade management software company through contract and debt covenant reviews, and deferred revenue analyses.

### **EDUCATION**

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#### **THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA (Philadelphia, PA)**

##### **Master of Business Administration (MBA) – Finance (2003 – 2005)**

- Wharton Investment Management, Finance, Private Equity, and Rugby Clubs.
- Wharton Fellows Fund Equity Research Analyst.

#### **UNIVERSITY OF OKLAHOMA (Norman, OK)**

##### **Bachelor of Business Administration – Finance (1998 – 2000)**

##### **Bachelor of Accountancy**

- Michael F. Price College of Business Scholarship.
- Appointed to Dean's Honor Roll all semesters.

### **TECHNICAL QUALIFICATIONS**

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Advanced Excel Financial Modeling skills including use of lookup functions, pivot tables, statistical data analysis, solver, scenario analysis, time value of money functions, discounted cash flows, valuations, mergers, acquisitions, advanced financial statement analysis, and pro forma development, etc. Advanced use of other standard Microsoft applications.