

WILLIAM J. STEVENS

100 Bayside Court, # 15, Dewey Beach, DE 19971
Phone: 443-253-4438 E-Mail: williamjstevensjr@gmail.com

Personal Summary: Married to my best friend, Janine DiPaula Stevens, since 2003 and father to Sadie, a Labrador retriever since 2007. Born in 1967, raised in Elizabeth, New Jersey, I went to High School at Seton Hall Prep., and then moved to Baltimore, Maryland to attend Loyola University. After spending each summer in Dewey Beach starting in 2012, we became Delaware residents in January 2017.

Professional Experience:

McQuade Consulting, LLC	Managing Director / Owner	2012 - Present
Prime Integration, LLC	Chief Financial Officer / Owner	2006 - 2012
Custom Direct, LLC	Vice President & Controller	2000 - 2006
Clifton Gunderson, LLC	Manager, Consulting	1996 - 2000
CW Amos & Company	Supervisor Accountant	1989 - 1996

Education:

Loyola University		
Masters of Business Administration (MBA), Accounting		1997 - 2000
Bachelors of Business Administration (BBA), Finance		1985 - 1989

Summary Statements:

McQuade Consulting: A regional employee benefits firm founded in 2006 serving over 200 clients in the Delmarva region. Current clients are represented in every industry, across multiple states, and the firm has a specialty in self-funded programs fueled by data analytics. As Managing Director, I oversee all administrative functions and lead the CFO Advisory practice.

Prime Integration d/b/a Vircity: A small business start-up providing accounting, administrative, marketing, logistic, and financial support that is typically only accessible by larger organizations. I was responsible for creation, development, contract negotiation, pricing strategy, networking, client development, and all internal accounting and finance. I created the company with my wife, and left in 2012 to merge the CFO Advisory practice into McQuade Consulting. We sold Vircity in 2016.

Custom Direct: One of the largest direct to consumer check printers in the United States that was publicly traded. With annual sales in excess of \$110 million, the company was ultimately sold to Deluxe Corporation. As Vice President of Development, I was responsible for the direction of over 200 members of the contact center team where we grew department revenue from less than \$1 million to over \$12 million annually, managed an \$8 million budget that included \$7 million in direct operating expenses and \$1 million in annual capital expenditures. As Controller, I managed a 12 person accounting/finance team as well as coordinated all customer development initiatives. I left Custom Direct to start Prime Integration.

Clifton Larson: Nations 8th largest accounting and consulting firm servicing the Mid-Atlantic region. I was responsible for the development of the consulting practice with heavy concentration in valuation services, mergers and acquisition, troubled company consulting, and general business consulting. I left Clifton Larson to join a client, Custom Direct, and oversee several acquisitions.

C.W. Amos & Company (Currently known as RSM McGladrey): Regional accounting and consulting firm that services the Mid-Atlantic region. I provided general business consulting including preparation of business plans, strategic plans, budgets, forecasts, process reengineering, business valuations, troubled company consulting, bankruptcy / turn-around consulting, audit, reviews, compilations and basic tax services to clients. I left to join a larger firm, Clifton Larson, and run their regional consulting practice.