

DONALD B. HAWTHORNEExperience

- 30 years as CEO, COO, CFO, partner in equity fund, and strategic advisor to CEOs, Boards of Directors, and investors at both public and privately held companies.
- Executive, board member, or strategic advisor to 43 companies during career.
- 36 years in the life sciences industry, spanning 15 market sectors, primarily in medical diagnostics, diagnostic lab services, medical devices, life science tools, and healthcare IT.
- National industry network in US.

Accomplishments

- Leader in 20 go-to-market (GTM) initiatives, with key successes including:
 - Value
 - Grew unit sales 40% in 9 months, to third highest quarterly result in company's 12-year history.
 - Developed 2 new go-to-market commercialization strategies that led to 2 financing term sheets.
 - Speed
 - Redesigned organization with new CEO to deliver third straight year of 50% revenue growth, contributing to \$370 million acquisition price 18 months later.
 - Prepared company operationally for product launch, enabling increase in revenue run rate from \$14 million to \$45 million and IPO in subsequent 12 months.
 - Cost
 - Designed new manufacturing process, forecasted to reduce costs by 70% and increase gross margins by 32%.
 - Increased rate of customer on-time delivery from record low of 79% to a record high of 95% in 3 months, decreased manufacturing failure rate by 55% in 8 months, and reduced inventories by 54% in 6 months.
- Raised more than \$310 million of debt and equity monies in public (IPOs, secondaries, PIPES) and private markets.
- Closed 10 business development deals.
- Sold one company and supported four other M&A transactions.

Education

MBA Stanford Graduate School of Business

BS Mathematics, Harvey Mudd College