

# WILLIAM R. (Bill) PESCH

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## Board Director > Aerospace / Industrial Manufacturing / Energy

Bill Pesch is a successful cross-industry Board Director and former CEO who led five middle market businesses for private equity, selling three to strategic buyers. He is expert at truly understanding customer needs as well as wants, then translating them into actionable strategies to dramatically accelerate business growth. Bill has consistently outperformed industry averages in revenue, EBITDA, and market share growth. He has extensive international experience.

### TARGET ROLE

Board Director or Senior Advisor for private equity sponsored and privately held businesses.

### TARGET INDUSTRIES

- Aerospace & defense, MRO's, controls & sensors, SaaS solutions, industrial equipment.
- Niche manufacturing, distribution, and aftermarket services to support "life cycle" of product.
- Installation and contract services, including software and remote monitoring.

#### Industry Expertise:

- Global Manufacturing, Distribution, Supply Chain
- Aerospace Components, Industrial Products
- Test & Measurement, HVAC Controls, Sensors
- Energy Management, Solar PV, Construction
- Business Equipment and Services

#### Situational Experience:

- Private Equity portfolio company leadership
- Organic Revenue and Market Share Growth
- Lean Manufacturing, Six Sigma
- Acquisition Planning and Integration
- International, worked eleven years outside US

### KEY ACCOMPLISHMENTS

- Led 5 private equity sponsored and 1 family office company, selling three to strategic buyers.
  - 1) CEO of B&E Group: manufacturer of complex, precision machined components for aerospace & defense and provider of overhaul and repair (MRO) services for commercial aviation. Worked with private equity sponsor to evaluate and acquire five companies.
  - 2) CEO of Able Manufacturing: manufacturer of composite and metal cab components for specialty vehicles. Recruited new leadership team, improved on-time delivery from 70% to 96%, inventory turns from 5x to 7x, and implemented professional project management.
  - 3) CEO of McBride Electric: \$100M commercial electrical and data contractor and service company. Maintained revenue during 2008 to 2010 recession by adding \$25M in commercial solar installations, sold to System Electric (private).
  - 4) President of Driessen Aerospace USA: manufactured galleys for Boeing 737 and Airbus 320 commercial aircraft. Increased revenue 30% to \$80M and doubled EBITDA, sold to Zodiac Aerospace (public). Served on Boeing 737 interiors strategy committee.
  - 5) President of Anacomp: \$175M BPO document management company. Reversed eight year revenue decline, returned to profitability, split up with main business sold to DocuLynx (private).
  - 6) President of FP Mailing: manufactured, installed, serviced mailing equipment competing with Pitney Bowes. Doubled revenue to \$50M, doubled EBITDA to 8%, sold to PE group.
- Interim executive and diligence assignments for several other Private Equity sponsors.
- Previously spent nineteen years with three Fortune 500's, Siemens Building Technologies, Maytag, and Marconi, serving as VP/GM with Marconi before unit spun off to private equity.
- Harvard MBA, University of New Mexico BSEE.