

Shyam "Sam" Desigan

TechCXO CFO/CIO Partner - Greater NYC



Finance & Operations | Product & Technology Practices

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RELEVANT EXPERIENCE

Shyam "Sam" Desigan is a CFO/CIO Partner in TechCXO's New York office. With his unique experience and capabilities, Sam is able to leverage both his CFO and systems/CIO skills to support his clients, particularly Medtech, Digital Health, Pharma, SaaS-based enterprise software and Biotech companies. He offers finance and operational and technology optimization for companies primarily in the \$5M-100M in revenue range.

In his impressive career, Sam serves a **Managing Director - Alchemi Opportunity Fund**, a \$100M target PE fund.

Sam also serves as **CFO for Sproxil, Inc.** Sproxil is a Venture capital-backed company based in Cambridge, Massachusetts, that provides a consumer SMS and App based product verification service to help consumers avoid purchasing counterfeit products.

Previously, he was **VP of Finance and Business Development for SenseDriver Technologies**, a VC-backed developer of voice-assisted driving and portable heads-up displays.

He also served as **CFO and SVP of IT** for the American **Academy of Physician Assistants**.

Other leadership positions included: **CFO and CIO for Volunteers of America Chesapeake**; **COO of Meddela Systems** (acquired by large networking company); **Co-Founder and CFO for NearMed**, a telemedicine provider which was acquired by Philips Healthcare; **CFO for Monroe Hospital**; and **Country Manager - Core Health C. Asia & Turkey** for **Claris Lifesciences Limited**, a global \$250M manufacturer of medical devices and critical care biologics products in Eastern Europe.

Sam's extensive volunteer experience includes being a **Board Member** for **Wesley Housing Development Corporation**.

EDUCATION

Indiana University, Kelley School of Business, M.B.A. Finance & Marketing
Vishwakarma Institute of Technology, Bachelor of Engineering degree in Electrical and Electronics Engineering

PERSONAL STATEMENT

I am an operational CFO and CIO with almost 20 years of successful leadership experience of high-growth and mid-sized businesses as well as turnaround/restructuring situations. I leverage my Business Intelligence and Predictive Analytics skills for clients so they can minimize risks, drive process improvements and operational success. I strive to deliver exceptional client experiences and quantifiable results that establish strong bottom-line numbers and meet the KPI benchmarks of my client's peers.

PRACTICE FOCUS

FINANCE

- Strategic Planning
- Fundraising/Valuation/Cap Table
- Debt & Equity Financing
- FP&A/Data-Driven Analytics
- Working Capital & Cash Mgmt
- Accounting, Internal Controls, Reporting
- Audit, Audit Committees
- Options, Compensation Plans

OPERATIONS

- Benchmarking
- Services Optimization
- Process Improvement
- Turnaround & Restructuring
- Business Performance & Cash Flow
- Partner/Vendor Management
- Contract Negotiations

PRODUCT & TECHNOLOGY

- Interim/Fractional CTO, CIO
- IT Board Advisor
- Technology & Development Assessments
- Product Turnaround
- Product/Market Fit Assessment
- Pricing/Profitability Assessment

SECTOR EXPERIENCE

SOFTWARE

- Application Software
- Automation Software
- Big Data
- Financial Software
- SaaS
- Security Software

HEALTHCARE SERVICES AND TECHNOLOGY SYSTEMS

- Practice Management
- Medical Decision/Risk Analysis Systems
- Enterprise Systems
- Medical Records Systems

HEALTHCARE DEVICES AND SUPPLIES

- Diagnostic Equipment
- Medical Supplies
- Monitoring Equipment
- Surgical Devices
- Therapeutic devices

PHARMA AND BIOTECH

- Drug Discovery & Delivery

COMMERCIAL SERVICES

- BPO/Outsourcing Services
- Consulting Services