



GARY STRICKLAND

REGIONAL MANAGING PARTNER - NEW ENGLAND
FRACTIONAL CFO - FINANCE & OPERATIONS



RELEVANT EXPERIENCE

Gary is the Regional Managing Partner of New England offices and a Fractional CFO in TechCXO's Finance & Operations practice. He advises CEOs, boards, and investors on financial leadership, operational performance, capital formation, and organizational growth. His career highlights include:

TechCXO, Fractional CFO

Current and past clients include:

- **CFO for Heretto**, a venture backed SaaS company focused on helping enterprises capture, govern and deliver documentation at scale for customers, partners, and employees.
- **Strategic Advisor/ CFO for ZoomRx, Inc.**, a privately held life sciences consulting and healthcare analytics company that provides AI-powered market research, commercial intelligence, and strategic insights to pharmaceutical and biotech organizations.
- **CFO for StormForge, Inc.**, a private equity backed cloud infrastructure optimization SaaS company that uses machine learning and automation to help enterprises improve the efficiency, performance, and cost management of cloud-based applications and infrastructure. Sold business to CloudBolt, Inc. in 2025.
- **Board of Advisor member for John Galt Staffing**, a privately held staffing and workforce solutions company that connects organizations with specialized technical and professional talent across multiple industries.

SunGard BancWare, CFO

Led finance and operations for a software business unit focused on balance sheet risk management solutions for financial institutions. Helped scale the business from approximately \$20M to more than \$60M in revenue.

ZipLink, CFO

Led financial operations and capital formation activities for a wholesale internet connectivity provider. Supported the company's IPO on NASDAQ and raised significant equity and debt financing.

PERSONAL STATEMENT

I am a financial and operations executive with extensive experience advising growth-oriented technology and services companies, including founder-led, venture-backed, and private equity-backed businesses across SaaS, healthcare IT, telecommunications, financial services, and professional services.

Since joining TechCXO in 2007, I have advised companies through periods of growth, capital formation, operational expansion, and exit preparation. My approach is hands-on and execution-focused, partnering closely with leadership teams to align financial strategy, operations, systems, and performance goals.

My experience includes raising capital, supporting IPO and M&A transactions, improving operating performance, and helping companies scale into more institutional-grade organizations. I work closely with CEOs, boards, investors, and management teams to build sustainable enterprise value.

PRACTICE FOCUS

Finance Strategy & Accounting

- Financial Strategy / Business Plan
- Debt & Equity Financing
- M&A, Divestiture, Joint Ventures
- Turnaround & Restructurings
- Financial Forecasting & Modeling
- Board & Management Reporting
- Debt & Equity Financing
- Treasury & Cash Management
- Internal Controls

Operations

- Organizational Structure
- International Expansion
- Business Integration
- Business Performance & Cash Flow
- Process Improvement
- Contracts
- Partner / Vendor Management

SECTOR EXPERIENCE

Services & Software

- Application Software
- Automation / Workflow
- Business/Productivity
- Communication
- Digital Health
- Education
- FinTech
- Healthcare & Life Services
- Vertical Markets

Business Services

- Life Sciences
- Market Research

Media & Communications

- Digital Media
- Internet & Telecom Service Providers

EDUCATION

University of Notre Dame | BBA

Additional Experience

- **AP Engines** - VP, Finance & Administration
- **GammaGraphX** - CFO
- **Autographix** - Controller
- **M/A-COM** - Director of Financial Reporting
- **Ernst & Young** - Audit Manager, Entrepreneurial Services Group