



TODD GIACCO

FRACTIONAL CFO, PARTNER
FINANCE & OPERATIONS



RELEVANT EXPERIENCE

Todd's career spans startups, private equity-backed companies, and Fortune 500 organizations, with experience building finance functions, scaling financial infrastructure, completing acquisitions, improving operating performance, and leading companies through transactions and exits. His leadership roles have included:

VP Finance & M&A, Intercontinental Exchange (ICE) Helped build the global financial planning and M&A function as ICE grew from approximately \$150 million to more than \$7 billion in revenue. Led a global team of 38 finance professionals, completed 35 acquisitions, and helped deploy more than \$30 billion across acquisitions and strategic investments.

CFO, Artisan Kitchens Corporation Partnered with the CEO to turn around this private equity-backed manufacturer, reversing significant losses and achieving a double-digit EBITDA margin. Reduced inventory more than 20%, improved accounting, forecasting and working capital, and helped lead the company to a successful sale to a strategic buyer.

VP Finance, EZGOV Built financial infrastructure for this software startup as revenue grew from zero to approximately \$30 million. Developed forecasting and financial processes, implemented an ERP system, and helped build an investor pipeline that produced more than \$40 million in funding. Relocated to Amsterdam to rebuild the company's European finance, accounting and administrative operations.

Senior Manager, FP&A, The Home Depot Rebuilt forecasting across seven divisions, supported public-company guidance and executive and board reporting, and helped implement a new planning system to improve financial visibility and decision-making.

Additional Experience

Held manufacturing finance roles with Kimberly-Clark, including budgeting, cost analysis, inventory, and material-yield management. Began his career in commercial banking with NationsBank, evaluating and approving commercial lending transactions and working directly with business borrowers.

PERSONAL STATEMENT

I help growing companies put the financial discipline in place to handle greater scale and complexity without outgrowing their financial infrastructure.

I've worked with startups to Fortune 500 companies, building finance and accounting teams and systems, improving forecasting and decision-making, raising capital, managing working capital, and helping leadership teams through acquisitions, integrations, turnarounds, and exits.

I bring the rigor of large-company finance to growing businesses without pretending they are big companies. The point is not to build more process, but to build what the business actually needs for its size, complexity, and ambitions.

My experience includes helping scale a finance organization as a company grew from \$150 million to more than \$7 billion in revenue, completing 35 acquisitions, building finance nearly from scratch at a software startup, and helping turn around and sell a private equity-backed manufacturer. My job is to make sure finance is ready for the business the company is becoming, not just the business it is today.

PRACTICE FOCUS

Finance & Accounting

- Financial Planning & Analysis
- Forecasting & Modeling
- Financial Reporting
- Management Reporting & KPIs
- Cash & Working Capital Management
- Finance Function Development
- Accounting Systems & ERP
- Internal Controls & Audit Preparation

Financial Strategy

- Financial Strategy & Modeling
- Business Planning for Startups
- Capital Requirements
- Debt & Equity Financing
- Fundraising
- Pricing & Profitability Analysis

M&A & Transactions

- M&A & Transaction Support
- Valuation & Financial Modeling
- Due Diligence
- Acquisition Integration
- Exit Preparation
- Board & Investor Support

SECTOR EXPERIENCE

Technology & Software

- Software & SaaS
- Business & Productivity Software
- Data & Information Services

FinTech

- Financial Technology
- Market Infrastructure
- Financial Data & Analytics
- Mortgage Technology

Financial Services

- Capital Markets & Exchanges
- Commercial Banking
- Banking & Lending

Manufacturing & Industrials

- Food Manufacturing
- Consumer Products
- Industrial Manufacturing

EDUCATION

University of Georgia

MBA, Finance, Investments & Strategic Management

Vanderbilt University

B.A., Economics & Psychology