

## Professional Profile

### Alan E. Turovlin - CPA, CGMA, CERT

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Alan Turovlin has worked with numerous companies as a software provider, a KPMG partner, a corporate executive, and a private equity (PE) executive. Fortune 500s, startups, bankrupt companies or their residual assets, and government institutions benefit from Alan's ability to identify key issues quickly and implement appropriate solutions for transformational success.

Mr. Turovlin combines his formal education and firsthand knowledge of finance, accounting, and IT systems for the improvement of business operations across five industries (consumer products, manufacturing, telecommunications, high technology, and entertainment) of the USA, Europe, and Japan.

He has pioneered and led many enterprise-wide financial systems implementations, beginning with Oracle's earliest releases of its financial and manufacturing software to the present with the latest cloud-based accounting and business applications. He continues to be instrumental in the development of associated implementation methodologies for (1) the "campaign-to-cash" process and (2) the adaption and adoption of business practices that greatly improve business profitability, efficiency, and effectiveness. Alan works to optimize IT cost management through the conversion of fixed costs to variable costs and reduced Capex with the objective of creating "zero footprint IT" utilizing cloud technology.

Mr. Turovlin is a Certified Public Accountant (CPA) and a Certified Global Management Accountant (CGMA). In addition, he is a Board Governance Fellow of the National Association of Corporate Directors (NACD) and holds a CERT Certificate in Cybersecurity from NACD and Carnegie Mellon University's Software Engineering Institute.

## PROFESSIONAL EXPERIENCE

### CONSULTING

Provided expert advice and management services to PE firms and their portfolio companies and other organizations requiring transformational leadership; helps those organizations navigate the change process and increase EBITDA and cash flow via adoption of improved practices, processes, and procedures in the functional areas of sales, back-office operations, supply chain, finance and accounting, and information systems.

Served as Interim CIO and PE transition team member for Critical Content while television production assets were carved from bankrupt parent company Relativity Media. Provided initial assessment, then established systems and procedures for accounting, FP&A, sales operations, contract and intellectual property, and post-production scheduling; recognizing organization's operations are "cost plus fixed fee,"



developed a model to account for milestone billings; designed a sales force effectiveness and opportunity management process that tracks future revenue potential. Assisted in the design and management of the accounting organization and its activities, including the monthly close process, revenue recognition, and the migration from a cash basis to an accrual basis.

Served as Consultant for PE firm's portfolio company, a \$1B prison healthcare provider recently emerging from restructuring, to assess company's IT operations and procedures.

Served as Consultant for PE firm's portfolio company, an early stage, high-end home furnishings company, to establish business and accounting processes and scale up manufacturing capacity. Negotiated and formalized a major market distributorship to boost company's revenues tenfold.

Served as Consultant for PE firm's portfolio company, to develop a strategic and tactical direction for a five-company rollup responsible for the construction of gas and electric transmission lines.

### **PEARLCHAIN AMERICAS - President**

Led Pearl Chain's entry into the Americas market with (1) automotive manufacturing and distribution and (2) ship management and construction as targets; created a sales opportunity pipeline of \$18M for its "real-time" build-to-order, make-to-order, configure-to-sell and service, and capable-to-promise software capabilities.

### **CANNON EUROPE - Chief Transformation Officer (One Canon Program) - Amsterdam, The Netherlands**

Reported to the President and CEO of Canon Europe, a \$15B company.

Created and then executed the strategic One Canon program (\$200M), which was designed to re-engineer Canon's business, improve its sales processes, and reduce IT costs via the development of new organizations and systems. One Canon essentially transformed Canon Europe from a product-oriented company to a customer-, sale-, and service-driven organization via business process improvement and IT enablement, including improved mobile field service capabilities across 20+ countries and optimized sales force effectiveness across three business units and multiple market segments.

Served on Canon's CAPEX Approval Committee along with CEO, CFO, and CIO; also, served as key member on the transition team for Canon's acquisition of Océ (\$3B).

### **ICAHN ASSOCIATES - Chief Information Officer (CIO)**

Directed the transformation programs across activist investor Carl Icahn's private and public portfolio companies (that generated \$25B in revenue and employed 75K people worldwide) as well as the daily business process and IT operations for Icahn Associates. For Icahn's telecom company:

Transformed sales and quote-to-cash processes

Structured and facilitated the outsourcing of finance and accounting functions, relocating functions on-shore, near-shore, and offshore.

### **Canon USA - Director and General Manager and Co-CIO**

Directed IT functions related to the camera and copier businesses including, infrastructure, legacy, business alignment, new systems architecture and design, and development divisions. Created a



blueprint to consolidate four regional direct sales entities to one in order to reduce administrative operating costs, involving finance, sales, field services and dispatch, contract management, leasing, asset management, supply chain, and service.

### **KPMG CONSULTING (Bearing Point) - Partner and Managing Director**

Served as Partner-in-Charge to manage the KPMG consulting services to high technology/consumer products clients in the NY/NJ area and the Eastern USA Oracle Practice; one “big win” included an \$80M, multi-year engagement; other engagements focused on supply chain integration, manufacturing systems, and CRM.

### **RELATED EXPERIENCE**

**Sierra Atlantic Technologies** (Fremont, CA), Vice President, Integration Services (software engineering) (1999 – 2000)

**EXE Technologies** (Dallas, TX), Vice President, National Accounts (warehouse management software) (1998 – 1999)

**Oracle Corporation** (Redwood Shores, CA), Senior Practice Director (Consulting) (1989 – 1998)

**Booz, Allen, and Hamilton, Inc.** (Washington, DC), Associate

**US Nuclear Regulatory Commission** (Washington, DC), Senior Budget Analyst

**Southland 7/11 Food Stores** (Washington, DC), District Accounting Manager

### **EDUCATION / CREDENTIALS**

DBA, Business and Information Technology (Candidate), University of North Carolina – Charlotte

MS, Accounting, The American University, Washington, DC

MPA, Public Financial Management, The American University, Washington, DC

BS, Finance, Virginia Tech, Blacksburg, VA

Certified Public Accountant (CPA)

Cost Global Management Accountant (CGMA)

Board Governance Fellow, National Association of Corporate Directors

CERT Certificate in Cybersecurity, National Association of Corporate Directors and Carnegie Mellon University's Software Engineering Institute