



## **DOUGLAS J. LEHRMANN**

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### **SUMMARY OF MAJOR ENGAGEMENTS FOR FLG PARTNERS**

#### **BrightSource Energy, Inc**

**2013-2015**

*Solar Energy – Utility Scale*

Vantage Point, DBL Ventures, Alstom, DLJ Ventures,

Venture funded, \$200M company designs, develops and deploys concentrating solar thermal technology to produce high-value electricity and steam for power, petroleum and industrial-process markets worldwide.

- CHIEF OPERATING OFFICER
- Interim CFO. Managed various/numerous financial transactions including new debt, debt restructuring, forbearance and deferral of debt. Applied and received \$25M grant in lieu of ITC. Aggressively managed cash to extend company runway, while resizing company to save over \$10M over prior year.

#### **JDS Uniphase (JDSU)**

**2013**

*Network Equipment*

\$2B public company providing optical products and testing and measuring equipment for the communications industry.

- Consultant to CFO. Drove first Zero Based Budgeting process, managed annual operating plan to completion, analyzed all operating entities for redundancy, profitability, with recommendations for elimination. Developed strategic initiatives for 2014 Finance group.

#### **Bitcasa**

**2012**

*PaaS*

Pellion Ventures, Horizon Ventures, Samsung Ventures

Venture funded PaaS company providing infinite storage for mobile devices, migrating to all devices.

- Part-time CFO. Provided strategic guidance for pricing, OEM contracts, and operations

#### **NEW PRIDE CORPORATION**

**2012**

*Manufacturing*

Publically traded (NPC – Korean Stock Exchange)

Manufacturing company with worldwide sales of rubber tires for intermodal transportation

- Consulting CFO. Renegotiated \$22M of bank debt with a new bank better able to handle international commerce. Provided guidance to CEO in areas of controls, strategy, forecasting and growth management.

#### **ECOLOGIC BRANDS**

**2012**

*Greentech - Packaging*

DBL Ventures, Brightpath

Innovative sustainable packaging solutions for consumer products.

- Consultant. Provided sophisticated manufacturing model for determining standard costs for multiple products, in order to project 5 year sales, profits, cash requirements and margins.

**CYDESIGN LABS***SAAS***2011 - 2012**

Privately funded startup; spinout technology from Xerox PARC.

Developing software to revolutionize product lifecycle management by developing innovative and affordable design tools that enable faster verification and lead to more robust products.

- COO- CFO. Took company from inception with no employees to 10 employees in 3 months, negotiated building leases, setting up accounting system, HR systems, bank relationships, & negotiated DARPA contract for \$9.2M.

**PIXEL QI****2011***Displays*

3M Ventures

Sunlight readable, low power Liquid Crystal Display for cell phones, laptops, notebooks, et al.

- Interim CFO reporting to CEO. Served as CFO until company hired full time CFO
- Provide accurate and timely financial reporting, strategic planning, annual budget.
- Provide senior financial expertise and presence during Series B fund raising

**AUSRA, INC.****2009 – 2010***Greentech – Solar Steam*

Khosla Ventures, Kleiner Perkins, Pinnacle Ventures, Lighthouse Ventures

Developer and deployer of utility-scale Solar technologies to serve global electricity needs.

- Interim CFO, reporting to CEO. Served as CFO while the company decided what level of expertise was needed.
- Managed company's year end audit.
- Applied for and received \$14M Grant in lieu of ITC.
- Negotiated \$1.3M in forgiveness of payables from company's vendors and suppliers
- Implemented a rigid budget and review process to control all spending. Extended the company's cash runway by 8 additional months through better cash controls, negotiated payment schedules, and higher tax credit than anticipated.
- Raised an additional \$26M round of funding
- Filed for over \$20M of government grants
- Sold Solar Field rights owned by company for \$20M
- Participated in sale of company to strategic investor for \$250M

**PASADERA COUNTRY CLUB, MONTEREY, CA****2009***Liesure - golf*

Private

Debtor in possession – company is in reorganization under Chapter 11 protection

- Consulting CFO
- Providing monthly review of Financial information prior to submission to trustee of the court
- Preparation of Monthly Operating Report

**COMPUTER TECHNOLOGY SOLUTIONS (CTS)/PERIPHERAL COMPUTER SUPPORT (PCS) 2003 – 2009***Logistics*

Lincolnshire Management (PEG)

Fremont, CA, Houston, TX, Singapore and Suzhou, China

Warranty and Repair Service Provider to HP, Apple, Dell, Sun, Seagate and others

Privately owned (PEG, New York); annual revenues \$120million; 1600 employees

**EXECUTIVE VICE PRESIDENT, FINANCE AND ADMINISTRATION**

- Turned around PCS, taking company from \$1M loss, to \$1M profit over 3 year period on \$30M revenue
- Turned around CTS, taking company from \$6M loss to \$2M profit over 3 year period on \$32M revenue
- Successfully merged the two companies, providing common management, common systems and joint banking
- Combined companies' EBITDA - went from negative <\$4M> to positive \$9M over 5 year period. Revenue doubled from \$62M to \$120M in last 12 months
- Purchased \$12M debt of PCS from Union Bank workout group for \$4M
- Leveraged combined company assets to provide for a \$20M revolver during the period. All growth funded organically without PEG funding
- Implemented Great Plains accounting system worldwide. Currently implementing Oracle systems in Houston, for subsequent migration worldwide.
- Made numerous presentations to potential strategic and financial buyers during sales process managed by Houlihan Loukey