

Office Hours Program

Biographies of Volunteer Advisors

Jeffrey M. Allain (Audit Manager, Batchelor, Frechette, McCrory, Michael & Co.) joined BFMM in 2007 as an audit manager. Formerly, he was in the audit group at McGladrey & Pullen in Boston. He graduated from Assumption College in 1998 with a major in accounting. Jeff has spent his career in public accounting working with mid-size companies. He is experienced in audits of high-tech, manufacturing, wholesale, distribution and construction companies as well as pension plan audits. He is a member of the American Institute of Certified Public Accountants and the Massachusetts and Rhode Island Societies of Certified Public Accountants. Jeff is licensed as a CPA in Rhode Island and Massachusetts. He is an active member of the Providence Chamber of Commerce and the East Greenwich Chamber of Commerce. Jeff is also a member of the non-profit organization Surfride. www.bfmmcpa.com



Hamzah Ansari (Founder, Accelereach) is a recent graduate of Brown's Master's Program in Innovation Management and Entrepreneurship (PRIME) and a founder of a recent start-up, Accelereach, which facilitates communication between patients and their wellness programs or healthcare providers through an automated web-based service. Accelereach was part of the first Betaspring cohort and is off to a great start. Prior to coming to Providence Hamzah held a number of managerial and finance positions in an international holding company which operates in commodities, telecommunications, construction, advertising and insurance industries with cumulative revenue in excess of \$100 million. He has a master's in digital culture and technology from King's College, University of London and a undergraduate electronics and communications engineering degree from the University of Nottingham.

Chris Catanzaro (Principal, Navia Business Development) has over 20 years of senior level sales and marketing experience working in a wide variety of industries ranging from High Tech to Heavy Equipment. Chris was responsible for growing American Power Conversion's consumer unit from \$20 million to \$110 million in a four year period. Recently Chris has created Navia, a business development firm, to share his expertise with a wider audience allowing them to achieve an unprecedented level of success. www.navia-bd.com



Theodore Howell (Partner, Partridge, Snow & Hahn) is a member of the Firm's Corporate Practice Group. His practice includes contract negotiation, business formation, equity financing, mergers and acquisitions, employment and consulting arrangements, buy/sell arrangements and business succession, technology transfer and licensing, and commercial borrowing and lending. Ted was named a "Rising Star" in the Business/Corporate practice area by Rhode Island Super Lawyers. He has organized an internal group designed to provide effective legal advice to entrepreneurs, and participates in the Firm's GreenMatters™ Program, a firm initiative designed to advise the firm as well as clients on legal matters relating to sustainable practices. Prior to attending law school, Ted received his Bachelors of Science and Engineering in the field of Mechanical Engineering from the University of Pennsylvania. Subsequently, he was a technical consultant at the Gillette Company in its South Boston, Massachusetts, manufacturing facility. www.psh.com

Carolyn Lavin (President, Lavin Marketing) has more than twenty-five years of experience in marketing communications with a focus on technology companies. Carolyn provides strategic advice and action to established and emerging companies to building a marketing-centric culture, to communicate with target audiences, and to generate awareness in the community via public relations. She has helped technology companies hone presentations for investors, fine-tune their messaging for print and web, and build reputation via editorial coverage. www.lavinmarketing.com



Tobias Lederberg (Partner at Lederberg & Blackman LLP) focuses on providing legal and business advice to start-up and emerging companies. He counsels businesses from the pre-formation stage to incorporation, to friends and family funding, angel financing, several rounds of institutional equity financing and ultimately to merger, acquisition or IPO. Prior to forming Lederberg & Blackman LLP, Tobias was a long-standing partner at one of Rhode Island's largest law firms and prior to that worked at two Boston-based law firms. Tobias' practice includes representing businesses in connection with their general corporate needs, including acquisitions, sales and mergers, shareholder and partnership agreements, joint ventures, employment law, licensing, capital fundraising through both equity and debt financing, and a variety of other general business issues. Tobias also has extensive experience in intellectual property law, internet law and social media issues. Tobias graduated from Harvard College with an AB in American Studies and earned his law degree from Boston University School of Law. He frequently lectures at colleges and universities on issues involving start-up companies and previously served as the Chairman of the Slater Fund for Manufacturing and Design and on the Board of Directors for the Slater Technology Fund. tlederberg@LB-legal.com

Joe Loberti (Principal, Navia Business Development) has over 17 years of experience working in the High Tech and Consumer Environment. His most previous position was Senior Vice President for American Power Conversion (APC). Joe oversaw a \$1.5 Billion Product Group spanning products that touched consumers, small business and enterprise. Among the recent initiatives was a launch of environmentally focused products for the consumer and small business — a first in the power protection industry. Other projects include: developing roadmaps and product portfolios for UPS's in the 0-10kVA line; creating new mobile products line, technology cables and peripherals; developing new audio video surge

protectors, line conditioners and UPS's; and starting up R&D facilities in Taiwan, China, India, Brazil.
www.navia-bd.com



Stephen Noyes (Audit Principal Batchelor, Frechette, McCrory, Michael & Co.) Steve brings twenty years of experience working with private companies primarily in the technology, manufacturing, construction and services industries. In addition to his extensive audit and financial reporting experience, Steve has worked with clients providing assistance regarding mergers and acquisitions, budgeting and projections, bank financing, and development of management reporting packages. Throughout his career he has worked with privately held-family owned and private equity backed companies providing their management team and owners assistance in accounting and financial reporting matters, along with various strategic financial consulting. Steve began his career in public accounting by joining a local mid-sized accounting firm which was later acquired by a national accounting firm where Steve continued working with privately held and private equity backed companies. Steve is a member of the American Institute of Certified Public Accountants, the Massachusetts Society of Certified Public Accountants, former member of the Finance Committee of the Cape Cod YMCA and a volunteer for the Massachusetts Society of Certified Public Accountants mentoring program. www.bfmmcpa.com

Matt Wool (VP Software and Internet Products, Foresight Science and Technology). Prior to joining Foresight as Matt had a successful career in the film industry, which he began at Dreamworks Animation before becoming a Creative Executive at Disney. At Disney, he helped develop a number of theatrical release sequels to blockbusters such as Finding Nemo and Monsters, Inc. Matt then founded and ran an independent film development and financing company in Rhode Island called Colonial Films, through which he worked on a number of projects including a feature film currently being developed by National Geographic on which he is credited as Executive Producer. After shifting gears and moving into the world of technology, he was a consultant to early-stage internet and technology firms, helping them design sound growth strategies. He holds a B.A. from Middlebury College and an MBA from Boston University. <http://www.foresightst.com/index.html>