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**William Kea**  
Senior Advisor

Bill is passionate about helping management teams with disruptive ideas reach their goals. His experience includes raising millions of dollars in debt financing and equity capital for growth stage companies. He previously held CFO roles at DavCard Group Consulting, Quantia, Inc., InterSense Corporation, Hyperwave GmbH North America, as well as senior financial positions at Vibrint Technologies, The MESA Group, Inc., and Intra-Sonix, Inc.

**BACKGROUND**

As both an advisor and C-level executive, Bill has spent more than twenty years raising debt and equity capital for technology and healthcare concerns. He has also partnered strategically with CEOs to address a broad spectrum of financial and operational issues, including growth, expense control, and cash management. Bill currently serves as CFO for a healthcare and data analytics client that mitigates clinical and financial risk for healthcare payors and providers, as well as pharmaceutical and life science organizations. In this role, he manages all aspects of the firm's finance and operations functions.

Previously, Bill was hired by a private-equity-backed company to lead finance and operations in support of a turnaround effort and later successfully negotiated its acquisition, providing a significant return to investors. Prior to that, Bill's contributions as CFO at three different companies led to notable improvements in growth and profitability. At Quantia, Bill helped raise multiple rounds of debt and equity financing, expanding the organization from a pre-revenue startup into the nation's leading collaboration platform for physicians. At InterSense, Bill's financial leadership yielded revenue and profit gains in excess of 25 percent. While there, he restructured and trained the accounting and finance groups, overhauled the financial systems, and provided business metrics to drive profitability and cash flow. At Hyperwave GmbH North America, Bill led sales, marketing and client services, in addition to the finance function. Under his guidance as CFO, the organization achieved 20 percent year-over-year sales growth and efficiencies in the client services organization.

Bill also was integral to the management of fundraising and operations, as well as finance, accounting, legal and investor relations, at Vibrint Technologies, The MESA Group, and Intra-Sonix. Among his successes at each of these companies was completing negotiations for the acquisitions of these firms by industry leaders, including Microsoft Corporation and Grass Valley Group, Inc.

Bill holds a B.S. in Finance from Boston College and an M.B.A. from the F.W. Olin Graduate School of Business at Babson College. He is a member of the High Tech Financial Executives Network, Healthcare Information and Management Systems Society and has been both a Board member and a volunteer with the Recreational Adult Resource Association since 2005.

**OUTSIDE THE OFFICE**

In his free time, Bill enjoys spending time with family and friends, golf, and working with developmentally challenged adults. He's also an avid restorer of classic automobiles and collector of antique medals and coins.

**CONTACT**

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