



James L. Zumstein - *BBK Southfield*

Jim is involved in the analysis and assessment of financial, economic, sales, operational, and legal aspects of troubled clients; he develops, presents and implements solutions for those problems. During a recent engagement with a BBK client, Jim analyzed the potential acquisition of a financially troubled international automotive supplier from the perspective of both client and buyer, enabling the client to successfully negotiate a transaction and recover its investment.

Background

- Automotive
- Telecommunications
- Publishing
- Software Development

Professional Experience

Prior to his role with BBK, Jim was President of American Capital Strategies, LLC, an enterprise that provided financial, turnaround and strategic consulting services to small and medium sized businesses. He also acted as a financing broker by arranging creative funding solutions for companies with low credit quality.

Jim served as a full-time consultant/CFO to a global Tier 1 tool & die supplier with \$20 million in annual revenue. While there, Jim developed a viability and alternatives analysis that recommended sale of the company/orderly liquidation of assets; he coordinated the shutdown process with the bank and outside professionals.

In another year-long role as consultant, Jim acted as Assistant Treasurer for a global Tier 1 supplier of automobile wheels with \$2.3 billion in annual revenue. He reduced annual interest expense by \$4 million and generated \$10 million in immediate cash flow through competitive bidding on cross-currency swaps and redemption of previously executed swap agreements.

Jim served as Chief Operating Officer and Chief Financial Officer for Engineering Analysis Services, Inc. Under his leadership, EASI achieved the prestigious Q1 Quality Rating for Suppliers from Ford Motor Company. He reduced DSO from 73 days to 42 days, increased average gross margin per contract employee by 12%, revamped and expanded the 401k Plan and investment options (resulting in 33% increase in participation), reduced annual premium for healthcare costs by \$165,000, or 18% and improved month-end close of financial statements from 90 days to 10 days, with a 25% reduction in staff.

Prior to his role within Engineering Analysis Services, Inc., Jim served as CFO at Ameritech Industrial Yellow Pages, Inc., Director – Financial Analysis for Ameritech Publishing, Inc., Manager of Cash Management at ALLTEL Corporation, AVP of Corporate Planning for First City National Bank, Senior Financial Analyst for Guardian Industries and Senior Financial Analyst for Ford Motor Company.

Education and Certifications

- Master of Business Administration, Finance – Indiana University
- Bachelor of Science, Advertising – Kent State University