



## **Albert "Skip" Howard, Principal**

Skip has 30 years of corporate financial management experience in semiconductor and computer peripheral businesses. He initially started his career in production engineering with Watkins Johnson Company where he focused on quality and the assembly of surveillance, communications and electronic countermeasure equipment for the defense industry.

With expertise in wafer fab operations and cost control, he has held financial management positions at Cypress Semiconductor, Phillips Electronics, Control Data, Sperry Univac, and Memorex.

With Laser Magnetic Storage International, a startup joint venture between Control Data and Philips that reached annual revenue of \$70M, he performed multiple management roles – cost accounting, inventory control, fixed assets, receivables and financial planning – while conducting a smooth consolidation and relocation to Colorado.

As a Fab Controller for Philips Semiconductor – New Mexico and Texas, he was appointed to turnaround a group of at-risk business units. He hands-on audited, directed corrective action activities and orchestrated a successful turnaround. Additionally, he improved forecast accuracy while reducing the forecast cycle time from forty-eight hours to four hours.

As the Plant Controller for Cypress Semiconductor – Texas, he reduced the wafer cost by 20% per activity in an already lean and profitable operation. With a two person staff, he directed all financial activities for this privately owned subsidiary and its \$40-\$50M annual cost center P&L – e.g. financial audit & reporting, forecasting, transfer price setting & foundry business pricing.

At Why Not Solutions he constructed the base financial model and the pro formas used by a client to evaluate the profitability of potential acquisitions. As acting CFO for a client, he has supported fundraising that has led to a partnership with a private equity firm, and he has performed due diligence on four acquisition prospects in the \$30-\$150M deal range.

Skip holds an MBA, emphasis finance/accounting, from Santa Clara University, Santa Clara, CA and a BS, Industrial Technology from California Polytechnic State University, San Luis Obispo, CA.

## **Testimonials**

"It is a very powerful team, and they have engaged rapidly and effectively with investors, lenders and acquisition prospects." – CEO, Aurora Semiconductor

"Skip is thorough and objective, and he has been critical in bringing both parties together in this process" – VP of Finance, acquisition target company

"The pro forma is complete, well supported and it is in my judgment accurate" – Audit Partner of a third party financial audit firm