

## Edgar Uribe Chief Financial Officer



### Education and Credentials

B.S., Economics, Louisiana State University, Baton Rouge, Louisiana, 1977

### Disciplinary and Specialty Areas

Global Operation  
Management Consulting  
Mergers and Acquisitions  
Enterprise Restructuring  
Finance and Accounting  
Strategic Business Development

### Languages

Fluent in Spanish  
Working knowledge of Portuguese, French, and German

## Professional Profile

Mr. Edgar Uribe possesses more than 30 years of experience as an operational business developer and management professional who specializes in the strategic growth (domestic and international) of professional services organizations, particularly working with engineering and environmental consulting organizations.

## Relevant Experience

### Strategy Development

*Engineering & Terminal Services, L.P., an engineering design firm providing procurement and construction management to the oil and gas sectors, including petrochemical industries*—Responsible for operations, service delivery, and market expansion. Introduced and implemented organizational structures to facilitate organic growth. Oversaw client relations, service offering expansion, and change management, working closely with engineering and other professionals.

*Acrisis, a founders advisory management and merger and acquisition consultancy with presence in the U.S., the U.K., and Mexico*—Provided management consulting services to environmental consulting firms including capital restructuring, debt or equity financing, and preparation for a liquidity event. Advised environmental consulting firms on ways to achieve consistent, organic growth. Integrated operations and change management to achieve growth through mergers and acquisitions with specific focus on the environmental consulting space.

### Business Operations

*Cardno, an Australian \$800 million engineering and environmental consultancy organization with 8,500 employees, with presence in 85 countries and 220 offices globally*—Evaluated and executed plans of U.S. and overseas operations to improve coverage and profitability. Responsible for oversight of operations in the U.S. working and guiding a large group of engineers and environmental professionals in the expansion of regions and service offering. Led merger and acquisition activities in the U.S. as well as the design and implementation of integration processes and shared services organizations. Served as Chairman of the Service Operations and Business Support Steering Committee to provide guidance on



accountability of service delivery and to liaise with different stakeholders during implementation of the shared services organization.

***Cardno ENTRIX, Inc., a \$120 million environmental firm with 1,000 employees in 39 locations***— Supervised and managed Cardno ENTRIX, Inc. business operations in the U.S., including staff supervision and new office openings. Implemented successful uniformity of business processes to four business units that operated independently. This group included groups of 200 environmental consulting professionals. Introduced and implemented the first shared services organization. National director and administrator for 40 company facilities including acquisition of major capital assets. Managed deployment of information technology and technology applications to all environmental professionals.

***TPI, Inc., a \$150 million sourcing and management consultancy with 400 employees and operations in 15 countries***—Responsible for domestic and international consulting practice operations for a global management consulting, sourcing advisory, and business transformation organization. Joined TPI in 2001 when revenues were \$65 million; left in 2007 after TPI reached \$100 million in revenue and was acquired by ISG. Responsible for project management oversight, client contract negotiations and approval, fixed-price project review and oversight, and cash flow turnover. Residing in London, organized and implemented all of TPI's European legal and business operations structure to include the U.K., France, Germany, Sweden, The Netherlands, India, Singapore, and Japan.

***Cardno ENTRIX, Inc.***—Responsible for profit and loss of all Latin American operations for Cardno ENTRIX. Managed a U.S. environmental consulting team to ensure its participation in international projects. Introduced “virtual office” capabilities to U.S. and overseas operations, thus increasing overall profitability.

***Bennett, Broocks, Baker & Lange, L.L.P., a Houston law firm specializing in corporate, complex litigation, bankruptcy, and international business with revenue of \$55 million and 150 employees***—Responsible for business operations and management. Directed the negotiating team that represented a U.S. client's interest before the Courts of Cadiz, Spain, during a dispute with the U.S. Navy. Increased revenue by forming strategic alliances with U.S. and Latin American law firms. Served as delegate to the U.S. Department of Energy Power Summit Meeting in Mexico City and as NAFTA advisor to the Governor of the State of Guanajuato, Mexico. Responsible for an increase in business from Mexico.

***Andrews & Kurth, a national 550-lawyer firm in Houston, Texas, with revenue of \$95 million***—Specialized in pension plan administration, tax planning, banking relations, branch office operations, partner compensation, and pension plan investment. Developed an investment and asset management system that generated \$550,000 in tax savings. Participated in negotiations leading to the acquisition of firms in Dallas, Los Angeles, and New York. Participated in negotiations with YPF (former Argentina national oil company) leading to its privatization. Introduced a foreign visiting lawyers program for lawyers from Argentina, Germany, Chile, and Peru.

