

CRITICAL EXPERIENCE / SKILLS

- Board Experience - for-Profit Start-up & Growth Companies
- Founder / Executive Chair / CEO
- Strategic Planning (Including Succession Planning)
- P&L / Budgets
- Corporate Governance, Risk Management, Sales and Marketing
- Collaborative, Positive, Communicative Leader

BOARD EXPERIENCE

- ARCHER Systems, LLC 2019- present
- Providio MediSolutions, LLC 2011-2019
- IQNavigator, Inc. (observer) 2000-2005
- Timbers Resorts HOA Aspen, CO 2006-2009

EXECUTIVE ROLES

- Founder/Executive Chair/CEO
- CRO/CMO
- General Counsel

SECTOR EXPERTISE

- Technology (Saas), Managed Services
- Legal Business Process Outsource Services
- Legal Services

CREDENTIALS / AWARDS

- Juris Doctorate, Magna Cum Laude – St. Mary's University School of Law (1996)
- FINRA Series 7 – Integrated Financial Settlements (2008-2011)
- 2-time National Jr. Olympic Champion-Synchronized Swimming

Ginger Susman is a serial entrepreneur and attorney who has demonstrable success collaborating with others to develop corporate growth strategies and ensure risk mitigation to maximize profitability. She is seeking interesting for-profit, start-up and growth company Board opportunities where she can combine her entrepreneurial passion and expertise to provide value.

Most recently Susman built a company over an 11-year period to \$98mm revenue, \$41mm EBITDA, and a 3-year 32% revenue CAGR, resulting in a 9-figure exit in the summer of 2022 to a multi-billion dollar private equity fund.

ILLUSTRATIVE (NON-EXHAUSTIVE) WORK EXPERIENCE:

ARCHER SYSTEMS, LLC (HOUSTON, TX)

VOTING BOARD MEMBER, CO-EXECUTIVE CHAIR, OWNER

ARCHER Systems, LLC is the leader in world class pre-settlement and post-settlement outsourced legal services administration for mass tort, class action and single event litigation, providing services throughout a litigation lifecycle including medical record review, claimant data intake, census questionnaires/plaintiff profile forms/plaintiff fact sheets, claims administration, lien resolution, bankruptcy and probate coordination, government benefits preservation analysis and solutions, and qualified settlement/escrow fund administration.

With over 550 employees across 5 offices (including 250+ employees in Vadodara, India) and over \$10 billion in settlement funds under management, we are a juggernaut in legal business process outsource services.

- Board Member focusing on strategy, risk mitigation, and compliance.
- Helped guide company to sale of majority interest to Fortress Capital summer of 2022 (9-figure valuation) based on \$76.4mm 2021 revenue, \$39.3mm adjusted EBITDA and 32% revenue CAGR from 2019-2021.
- Managed sales and marketing team to successfully achieve 2022 goals of \$98mm revenue, and oversaw company's attainment of \$41mm adjusted EBITDA, and 74% gross margin.
- Collaborated with CEO, co-Executive Chairs, and C-suite leaders on business strategy and execution including establishment and growth of India office (successfully commenced during the COVID-19 pandemic growing from 0-205 employees in 9 months), roadmap for technology and new service lines, and development and exploration of new private equity, strategic alliance, and M&A opportunities.
- Executive sponsor and founder for company's Culture Committee which partners closely with Human Resources to facilitate a "One ARCHER" culture including employee communication, training, team-building, retention and succession planning initiatives.
- Frequently lead panel discussions and speak at conferences and other continuing legal education-accredited events nationwide.
- Work closely with our General Counsel and CFO on various corporate governance and risk mitigation initiatives.

WORK EXPERIENCE (CONTINUED)

PROVIDIO MEDISOLUTIONS, LLC (DENVER, CO)

VOTING BOARD MEMBER, CO-FOUNDER/OWNER, PRESIDENT, GENERAL COUNSEL

Providio MediSolutions was a legal business outsource company specializing in health plan lien negotiation and qualified settlement/escrow fund administration services for mass tort and single event litigation.

- Co-chaired the Board from 2013-2019.
- Started company in 2011 and helped guide it to \$11.38mm 2018 revenue and resulting \$4.41mm adjusted EBITDA.
- Successfully led process with several private equity firms and strategics to sell company; consummated sale of company to competitor in March 2019 (8-figure valuation).
- Identified, negotiated, and closed acquisition of lien resolution company to expand Providio's depth and breadth of services in 2016.
- Managed all aspects of the 50+ employee company including build-out of proprietary technology for service delivery, recruitment and training of premier industry sales and marketing team, and leveraged use of shared services platform for HR, accounting, legal, and some IT.
- Frequently led panel discussions at conferences and spoke at CLE events nationwide.
- Collaborated with shared services legal team on all aspects of corporate governance and risk mitigation.

IQNAVIGATOR, INC. (DENVER, CO)

BOARD OBSERVER, SVP BUSINESS DEVELOPMENT, GENERAL COUNSEL

IQNavigator provides services procurement and optimization software solutions in a SaaS model to Fortune 500 companies such as Shell Oil, Nike, Charles Schwab, Dell Inc., Intercontinental Hotels, and New York Life Insurance.

- Collaborated with members of the Board's Executive Committee and CEO to develop growth strategies, product vision, and objectives against which to measure company's success.
- Conducted venture financing road shows, negotiated investment terms, and managed closings with CEO and CFO resulting in total venture investments of \$35.7 million.
- Marketed and sold company products and services to Fortune 500 prospects resulting in 115% quota attainment in 2003 (\$2,875,000 revenue under contract) and 120% quota attainment in 2004 (\$3,000,000 revenue under contract) – representative accounts included Northrop Grumman, Xcel Energy, CH2MHILL, Sony Electronics and Levi Strauss & Co.
- Oversaw company legal matters and corporate governance including creation of company software license agreements, negotiation of customer and supplier contracts, management of outside counsel, and collaboration on structure for employment policies and stock option plan.
- Provided industry insight to investors, board of directors, and industry analysts; presented at industry trade shows resulting in IQNavigator becoming recognized as a market leader.



Denver, CO



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