



CAPITAL BANK



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"I recommend Brian to any CEO or Division Manager seeking to improve overall performance and morale."  
Charles Riddick, CEO, CCME

"Brian was able to identify and address not only our short term challenges, he was also able to visualize and address our needs over the long term."  
Bobby Dunn, Chairman, IGONC

"Brian's ability to both develop and lead the implementation of strategy are highly impressive."  
Jeff Cobb, CEO, Isoph

"I highly recommend Brian for his broad expertise and his dedication to doing the best job possible in whatever situation is presented to him"  
Ann Lenhardt, COO, Calibrate

"Brian was knowledgeable, professional, and well prepared. I highly recommend him."  
Ralph Edwards, SVP, Capital Bank



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# Brian Kinahan

## PROFILE

Strategic planning and execution consultant with proven abilities in starting, growing and fixing companies. Primary expertise in strategy development, strategy execution, metrics and dashboards, team development and leadership. Engage people in setting ambitious goals, developing a competitive strategy and making consistent, systematic progress.

## SPECIAL SKILLS

- **Leadership** Recipient of IGONC President's Award for Outstanding Contribution
- **Vision** "Brian thinks big and encourages others to also think big."
- **Strategy** "The work Brian did for us set us on a ten year actionable strategic path."
- **Analysis** "We reduced quality issues by at least 30% through clearer measurements."
- **Planning** "Brian's ability to synthesize a roadmap to success was better than impressive."
- **People** "Brian is a genuinely positive person who wants to help others achieve success."
- **Communications** "Brian is verbally engaged and makes people feel at ease."

## ACCOMPLISHMENT EXAMPLES

- **Increased earnings** at calibration services client 300% through profitability analysis AL
- **Increased revenue** of software client 25% in one year and at a higher profit margin. JC
- **Reduced inventory** 20% while increasing fill rate by 18% at specialty food client JV
- **Grew venture-backed startup** to nationwide deployment in Chile, South America.

## EXPERIENCE

- **Managing Partner**, Summit Performance Systems, RTP, NC 2003 - Present
  - Consulting services to CEOs - strategy, execution and performance improvement
  - Interim CEO at SouthLight and IGONC
- **Managing Partner**, Catalysta Partners (Hatteras Ventures), RTP, NC 2000 - 2003
  - Management consulting and venture investment firm
- **CEO & Chairman**, ReadyCom, RTP, NC 1993 - 2000
  - Venture-backed cellular voice paging technology company
- **COO**, Smith Environmental, Los Angeles, CA 1989 - 1993
  - Designer and manufacturer of industrial solvent fume incinerators
- **General Partner**, The Beta Group, Los Angeles, CA 1985 - 1989
  - Business turnarounds consulting firm
- **Interim COO**, Barco of California, Los Angeles, CA 1984 - 1985
  - Nurse and restaurant uniform design and manufacturing company

## EDUCATION & TRAINING

- **B.A.** Economics, Vassar College, Poughkeepsie, New York, 1975
- **MBA** Finance, UCLA Anderson School of Management, Los Angeles, California, 1978
- **Balanced Scorecard Certified**, Palladium Group (Kaplan & Norton) 2009

## ADDITIONAL INFORMATION

- Co-founder and managing partner of annual NC CEO Forum leadership conference
- Nonprofit board member and Treasurer: Arts in Action (Durham)
- Author of numerous articles, 3 performance studies and a crisis management guide
- US citizen; international business experience, conversational French and Spanish
- Run, bike, swim and ski; completed sprint triathlon and 3 marathons in 2011