



Karyn Smith

Qualifications Summary

Karyn is a versatile financial professional with over 30 years of financial and operational experience in both public and venture backed emerging growth companies. She has spent the majority of her career in financial management in emerging growth environments, helping companies establish financial infrastructure to support rapid growth.

Professional History

Tigerlogic Corporation	Senior Director of Finance	3/2014 – 4/2016
Kapow Software	VP Finance, Group Controller	8/2008 – 8/2013
iovation	Director of Finance	5/2007 – 8/2008
ProSight, Inc.	Corporate Controller	8/2002 – 4/2007
Trivium Systems, Inc.	Director, Finance & Administration	4/2000 – 6/2001
Mentor Graphics Corporation	Manager of Operational Development	1/1984 – 3/1998
California Automated Design	Controller	7/1983 – 12/1983
KPMGLLP	Audit Senior Manager	1/1977 – 7/1983

Accomplishments

- Selected and implemented new financial systems at iovation, Kapow Software and TigerLogic which resulted in greatly increased financial visibility and significant improvements in the quality and timeliness of financial data and reporting.
- At TigerLogic, built out sales operations function, including automated quotes, order management processes, pricing reviews, and margin analysis to support a more structured and disciplined sales organization.
- At Prosight, Inc., developed first comprehensive reporting and management tools for a services organization which was a key factor in the organization improving from negative gross margins to margins in excess of 30% within one year.
- As Manager of Operational Development at Mentor Graphics, led a cross functional team responsible for development of new programs and processes to support strategic initiatives including the startup of an R&D facility in India and the design and roll out of incentive compensation plans to promote accountability at the product line level.
- Key member of small teams at Kapow Software and ProSight which successfully completed the sales of these companies with substantial returns to the investors.
- Established key financial and business performance metrics for executive management and Board of Directors, managed and negotiated customer sales contracts, developed effective and motivated accounting and finance teams, managed banking, legal and auditor relationships, and managed facilities and HR functions at numerous companies.

Licenses / Education

- Bachelor of Arts, University of California - Berkeley
- Master of Business Administration, Santa Clara University
- Certified Public Accountant, California (inactive)