

## VIVEK HUTHEESING

<http://vivekhutheesing.com/>

### VH ADVISORS

- Nov 14 – Present*

  - *Value Proposition Refinement / Strategic Advisory*  
Refined the value proposition of a web-based, bilingual educational platform for students between the ages of 7 and 13. Wrote a one-page summary to serve the Company's capital raising efforts and currently advise on its go-to-market strategy.
- Jul 13 – Sep 13*

  - *Data Analysis / Strategic Advisory / Product Design / Product Development*  
Productized the proprietary IT capabilities of a large Japanese retailer, so that it could sell a web-based solution to food retailers here in the United States.
- Oct 02 – Nov 02*

  - *Strategic Advisory / Market Assessment / Financial Modeling*  
Built a 5-year budget for a gene therapy startup with varying R&D, pre-clinical and clinical development assumptions. Also advised on the company's joint venture opportunities and its capital raising efforts.
- Apr 00 – May 00*

  - *Strategic Advisory*  
Analyzed the economics of magazines & web portals for a leading financial and information news group's start-up portal.
- Apr 00 – Apr 00*

  - *Exclusive Sale*  
Provided strategic and financial advisory services related to a long distance telecom service provider's capital raising efforts.
- Mar 00 – Apr 00*

  - *Strategic Advisory / Capital Raising*  
Ran auction process in both the Bay Area and Manila (Philippines) for a long distance telecom service provider's potential acquirers.
- Mar 00 – Apr 00*

  - *Valuation / Capital Raising*  
Built a comprehensive financial model of an animation studio's business in order to provide capital raising advice to the CEO which facilitated a \$20M mezzanine financing in lieu of an initial public offering.
- Mar 00 – Mar 00*

  - *Valuation / Capital Raising*  
Completed a follow-on valuation analysis for a document imaging and storage company.
- Feb 00 – May 00*

  - *Exclusive Sale*  
Marketed an engineering services company to potential buyers and facilitated the resulting due diligence processes.
- Feb 00 – Mar 00*

  - *Financial Advisory*  
Provided financial planning and modeling advice to a business furnishings ecommerce retailer.
- Feb 00 – Feb 00*

  - *Valuation / Capital Raising*  
Provided a comprehensive valuation analysis facilitating a \$15M investment into a document imaging and storage company by GE Capital.
- Dec 99 – Dec 99*

  - *Strategic / Financial Advisory*  
Provided strategic and financial advisory services related to a digital satellite radio company's capital raising efforts.

- Oct 99 – Nov 99

  - *Financial Advisory*  
Provided financial planning and modeling advice to a business furnishings ecommerce retailer.
- Sep 99 – Oct 99

  - *Capital Raising*  
Successful in helping a business furnishings ecommerce retailer raise a \$10M C Round financing.
- Aug 99 – Sep 99

  - *Strategic Advisory*  
Advised board a \$10 million revenue marketing communications company on structure of a proposed joint venture plan.
- Aug 99 – Aug 99

  - *Capital Raising*  
Assisted a business furnishings ecommerce retailer with marketing to potential investors.
- Jun 99 – Aug 99

  - *Strategic Advisory / Capital Raising*  
Strategic and financial advisory work related to a business furnishings ecommerce retailer's capital raising efforts.
- Jun 99 – Aug 99

  - *Strategic Advisory*  
Analyzed size and competitive dynamics of the office furniture industry for a business furnishings ecommerce retailer.
- Apr 99 – Jun 99

  - *Capital Raising*  
Secured \$150K investment commitment for a web-consulting startup.
- Nov 98 – Jan 99

  - *Strategic Advisory*  
Advised board of a \$10 million revenue marketing communications company on strategic initiatives and financial planning.