



CED Mentor Biography

Name: Bill Provett, Jr.

Current Occupation: Consultant, Family Business Institute

Career Highlights:

- Mr. Provett has served in executive positions with Fortune 100 companies as well as Silicon Valley Startups and has consulted with closely held companies for the past seven years. The combination of small and large companies allows Mr. Provett to bring varied viewpoints to issues and their resolution.
- Consultant – Family Business Institute (2002 – present). Advised closely held business leading them through transitions in management and ownership, and improving their operational performance and profitability.
- Consultant – Growth Consulting (1996 – 2002). Strategic and Operational consultant successfully implementing major change initiatives for domestic and international clients with a focus on Lean and Six Sigma methodologies.
- Vice President, Operations – C-COR Electronics (1994 – 1995). Re-engineered operations and implemented various modern manufacturing techniques, including JIT manufacturing; more doubling production enabling sales of over \$200M. Responsibilities included all areas of Manufacturing, Quality, Purchasing, Production Control, Engineering and New Product Introduction. General Management of the \$20M Comlux Division, including P&L.
- Director Operations – Raynet Corporation (1991 – 1994). Successfully led this start up product from a laboratory model into production as a profitable product.
- President – Canterbury Enterprises, Inc. (1989 – 1991). Independent consultant to the financial and construction communities.

Areas of Expertise:

- Accounting / Finance
- Business Development
- Business Funding
- Human Resources
- Information Technology
- Legal
- Marketing
- Operations
- Sales
- Other: Executive / General Management

Education:

- MBA, Fairleigh Dickenson University
- BSEE, New Jersey Institute of Technology

Professional Affiliations / Volunteer Activities:

- Council For Entrepreneurial Development