

GRANT INGERSOLL
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Professional Experience

- 2009 - **INTEGRATED ONCOLOGY NETWORK** **CORONA DEL MAR, CA**
Present ***Managing Director and Co-Founder***
Senior executive within a privately held oncology investment, operator and management services company.
- 2008-2009 **VANTAGE ONCOLOGY** **MANHATTAN BEACH, CA**
Senior Director – Corporate Development
Acquisition team leader in venture capital backed health care company with over \$100M in annual revenues.
- 2006-2008 **ONCURE MEDICAL COPORATION** **NEWPORT BEACH, CA**
Manager – Corporate Development
Sole dedicated acquisition employee in health care roll-up with annual revenues exceeding \$125M.
- 2003-2005 **MICROSOFT** **REDMOND, WA**
Financial Analyst – Enterprise Sales
Responsible for managing operational expenditures/investments of two P&Ls totaling over \$200M.
- 2000-2003 **WIPRO (formerly NerveWire)** **BOSTON, MA**
Consultant – Strategy and Business Planning
Consultant within strategy group at healthcare & technology focused management consulting firm.
- 1999 **UBS** **NEW YORK, NY**
Summer Analyst – Principal Finance
Performed initial due diligence on over 40 potential new transactions.
- 1998 **THE WHITE HOUSE** **WASHINGTON, D.C.**
Head Intern – Office of Political Affairs
- 1997 **RETAIL GROWTH SYSTEMS** **BOSTON, MA**
New Business Development Analyst
- 1994-1996 **THE CHURCH OF JESUS CHRIST OF LATTER-DAY SAINTS** **BORDEAUX, FRANCE**
Volunteer Missionary

Education

- 2005-2006 **UNIVERSITY OF SOUTHERN CALIFORNIA** **LOS ANGELES, CA**
Graduate of Marshall IBEAR MBA program; Elected Class President; Granted \$25K scholarship
- 1993-1999 **BRIGHAM YOUNG UNIVERSITY** **PROVO, UT**
Graduate of Marriott School of Management with a B.S. in Finance

Accomplishments

VANTAGE ONCOLOGY

- Closed deals involving eleven separate radiation oncology centers in less than one year, which increased the number of centers under management by 46%, annual facility revenue by 53%, and EBITDA by 58%
- Acted as deal lead and co-lead on four separate acquisition opportunities, three of which included the largest valuations considered in company history
- Performed initial analysis on over 40 new opportunities
- Direct monthly pipeline calls with regional development leads to understand, discuss, and rank priority of each acquisition deal
- Evaluated each opportunity alongside Vantage's Chief Development Officer
- Coordinated analysis of and responsible for all deal-related due diligence activities, including constructing revenue from billing data and rebuilding Vantage's expected personnel costs, occupancy expenses and operating costs that would be assumed at time of acquisition
- Prepare development related board materials, including pipeline updates and analyses as well as board approval packages for each deal prior to closing

ONCURE MEDICAL CORPORATION

- Promoted in first six months to work directly for the President/Founder and assumed responsibilities of former Executive Vice President of Corporate Development
- Developed and instituted lead generation program while also cultivating new relationships that grew leads by 129%
- Successfully drove implementation of Salesforce.com to provide insights to senior management team into pipeline development and status
- Created financial pro-forma analyses and qualitative reports for over 30 potential acquisitions
- Vetted the synergy of each potential acquisition with OnCURE's President, CFO, and CEO
- Led discussions regarding potential acquisitions with OnCURE Acquisition Committee, which included both OnCURE team members and members of OnCURE's Board of Directors
- Negotiated structural, timing, financial and other aspects of each deal with potential seller
- Coordinated due diligence activities which culminated into final deal reports for OnCURE's debt lenders' analysis
- Organized and led meetings to discuss 100-day post-acquisition plan to ensure smooth transition
- Executed deals that grew the company EBITDA by 19% within first six months of employment
At time of departure, was finalizing additional deals that amounted to 56% year over year growth

MICROSOFT

- Promoted to manage multiple P&Ls within first year and financial responsibilities grew 5x over two years
- Participated with Enterprise Sales and Partner management teams to develop their general operational procedures and investment strategies
- Led monthly meeting to provide the Server CFO and his team with P&L status; responsible for communication and directives from CFO to Enterprise Sales and Partner groups
- Worked with group VPs and GMs to build and maintain accurate financial forecasting trends and budgets
- Presented Enterprise leadership team with a monthly report detailing current financial status and direction
- Built ad-hoc financial models for Enterprise Sales and Partner teams (e.g., an automated financial model resulting in an 80% reduction in time each month spent reporting)

WIPRO (Formerly NerveWire)

- **Biotech:** Worked with internal Hitachi consultants and senior nuclear engineers to determine Hitachi's market entry strategy for selling \$100M Proton Beam Therapy machines to US hospitals and clinics
- **Software:** Analyzed consumer-purchasing trends of Microsoft's server management software packages; reported findings & recommendations for overhauling packaging, pricing, and marketing to Microsoft's management team
- **Technology Manufacturing:** Alongside the senior management of Intel Labs, examined potential models for the future of computing and technology
- **Telecom:** Part of team that designed and reengineered Nokia's \$20B annual supply strategy
- **Venture Capital:** Worked with senior management to identify attractive investment sectors for NerveWire Fund investments. Created business development strategy for a portfolio company