

Richard L. Burtner

NATHAN ASSOCIATES' BOARD OF DIRECTORS



**FOUNDER AND PRESIDENT,
ENTREPRENEURIAL BUSINESS SOLUTIONS,
LLC, NOW (THE BURTNER GROUP)
1998-PRESENT**

Founder and President, In Touch
GPS, LLC, (Name Changed to Propel
GPS-IOT for Trademark
Considerations) 2012-Present

Senior VP, Numerex Corporation,
2009-2012

CFO, President and CEO, SkyBitz,
2002-2007

President and CEO, Be Smart Kids,
2001-2002

Co-founder and CFO, BlueStar
Communications Group Inc.,
1998-2000

Early Start-ups
CFO, Medical Information
Management Systems, Inc. and
Biomed International, 1996-1998

Corporate Executive Roles
Vice President, Dover Elevator
Company, 1995-1996

CFO, SPATCO, Inc., 1991-1995

Yale Security, Inc. 1987-1990

Public Accounting
Deloitte Haskins & Sells, 1979-1987

BA, Accounting, Duke University

Take-off, climb-out, descend, and land! As a licensed pilot, Richard Burtner knows the value of being able to focus, concentrate on complex procedures, and make logical decisions and make them quickly. Rick has negotiated bad weather, dodged thunderstorms, and once after take-off was forced to return to the runway to secure a passenger door. In every case fast decisive action ensured a positive outcome. The same can be said of his entrepreneurial leadership.

Rick began his career in a “Big Four” public accounting firm in 1979. His eight years with Deloitte prepared him for senior positions in a variety of companies: vice president of finance at Dover Elevator Company, a \$450 million distributor; U.S. controller at Yale Security, a \$200 million international manufacturer; and chief financial officer at SPATCO, Inc, a \$50 million distribution and environmental firm.

Having mastered the management and financial operations of mid-sized and larger companies, Rick was ready for the next step. “I wanted to be more active in the story; I wanted to do more than opine on the story—I wanted to start writing it,” he says. In 1998 he co-founded Bluestar Communications Group, the first of a series of technology start ups for which he raised equity from venture capitalists, oversaw fast growth, and filed to go public or helped negotiate a sale. Bluestar sold to Covad Communications for \$147 million in 2000. He then joined Be Smart Kids, a \$300,000 pre-K multimedia learning firm—raising capital, increasing revenue, and launching the firm’s software product over the Internet. During his tenure, the company was cited as one of Tennessee’s 20 most promising technology companies in 2001.

In the meantime, he applied his entrepreneurial and financial skills in starting Entrepreneurial Business Solutions in Tennessee in 1998. Through this personal services firm, Rick advises companies on business plans, financial models, the raising of capital, value-maximizing strategic plans, and assists with focused execution of strategic plans. In 2002 he advised SkyBitz, a global locating systems company, on raising capital, joining the staff as CFO and later becoming president and CEO. Under his leadership, revenue rose from \$1.6 million to \$31 million on an annualized basis in 3 ½ years. The company was ranked first on the 2007 Deloitte Fast 50 list for Virginia, and second on the 2007 Deloitte Fast 500 list for the United States plus #112 on the INC 500 List. In 2009, he joined Numerex Corporation, a location-based services group responsible for mobile asset tracking, as senior vice president and general manager; then in 2012 founded In Touch GPS, (name changed to Propel GPS for trademark considerations) a part of The Burtner Group, which provides telematics/asset tracking solutions for transportation, fleet, oil and gas, and maritime markets including port logistics.

A champion of fast growth, Rick is focused on profitability, attributing his success to vision, strategy, focus, empowered employee teams, and prudent pacing of expenditure.

