

## **Steven Rabago Introductory Bio**

Steve Rabago is a seasoned advisor, entrepreneur and professional CEO with over 37 years of experience in financial services, oil production, mobility, location technology, education and consulting. He brings a wealth of expertise with particular strengths in areas such as strategy, execution, leadership, turn around management, family offices, family owned business, audit committee, board governance, family boards, complex systems, mergers and acquisitions (M&A), initial public offerings (IPO), financial strategy and long term budgetary oversight, investment policy and strategy, capital allocation, equity financing, debt financing, and software licensing (domestic and international). He has a deep understanding of fleet management, mobility, location services, fuel, oil production, loan management software, Software as a Service (SaaS), cloud computing, and lending, commercial banking and deposit gathering strategies. Specialties: Start-ups, high growth company leadership and management, emerging trends, finance, acquisitions, due-diligence, international licensing, software licensing, branding and identity, union negotiations, non-profit leadership, debt-financing, and investment analysis. Steve is also an accomplished stone sculptor and artist.

### **Current & Past Work**

Steve is the founder of ZimpleMoney.com an automated back office system for lenders (private and corporate) used to manage loan accounting and payment processing. Steve is the majority shareholder and CEO.

He has worked with more than 20 companies ranging from small scale start-ups to mid and large size corporations, offering financial consulting services across an array of industries including manufacturing, distribution, software development, transportation, real estate, and professional services.

Under Steve's direct leadership or as an advisor, he was responsible for advancing new market strategies and initiatives that propelled sales and business growth from 40% - 100% compounded annually.

As a board member, lead advisor, and CEO he has managed and overseen acquisitions and financings of location services companies, fleet management companies, oil field service companies, refineries, and brown field real property.

He managed the turnaround and sold an oil field services company for a private family. The company had approximately 120 employees, both remote and in a headquarters environment, operating in California between Santa Paula to the North and Imperial County to the South.

He spent 19 years as a consultant arranging debt financing and providing turn-around and strategic management services to owner and families. He has run, as its managing director, a California State Regulated Bank and was a Senior Regional Credit Officer a California Regional bank.

## **Miscellaneous**

In addition to his entrepreneurial and professional career, Steve serves on several advisory boards, boards of directors and consults with hedge funds investors interested in fleet management, location services and mobility.

He is on the board and audit committee of Telogis, Inc., and is the former CEO and Chairman. He is on the family board of Signal Hill Petroleum, Inc. and their related companies. He is an advisor to PathSense.io, ZenDrive, ATG Risk and Cal-X Stars Business Accelerator.

Steve was also elected to a California State office, as a member of the board of governors at the Laguna Beach Unified Schools District (1996-2000). Upon completing his term, he led the community wide bond campaign that raised \$60Million dollars of capital funds. During his tenure he led negotiations with land developers that increase revenue to the district by \$4 Million annually.

He has been a guest lecturer at UCI's entrepreneurial program

## **Education & Certifications**

Steve obtained his Bachelors of Science in Management with a specialization in Finance and an emphasis in Investment from California State University at Long Beach, 1978.

Laguna College of Art + Design, Stone Sculpting Student (2009-2014).

## **Fine Art Sculptor**

### **Shows:**

Laguna College of Art + Design – “Collectors Choice, 2013”

Laguna Collect of Art + Design – “Collectors Choice, 2012”

### **Public work:**

Orcas island, Rosario Resort : Ship America Figurehead Replication and Restoration Project, 2014-2015

