

# STEPHEN T. ZARRILLI

SENIOR VICE PRESIDENT AND CHIEF FINANCIAL OFFICER



As Chief Financial Officer, Steve leverages more than 25 years of strategic, financial and operational experience in raising capital and providing financial oversight, which greatly benefits Safeguard's shareholders and partner companies. During the course of his career, Steve has demonstrated an ability to successfully grow and manage entrepreneurial enterprises.

## LEADERSHIP IN FINANCE

**As Senior Vice President and Chief Financial Officer, Steve is responsible for all financial and administrative matters for Safeguard.** He is also directly involved in providing oversight and support to Safeguard's partner companies, as well as participating in the development of Safeguard's long-term business strategy.

**Steve is responsible for analyzing and helping to identify the value-add that each partner company brings to Safeguard and its shareholders.**

His experience complements Safeguard's rich history and ensures a strong, disciplined financial infrastructure that drives excellence and accountability. Steve served as the interim Chief Financial Officer of Safeguard from December 2006 to June 2007.

**Prior to joining Safeguard, Steve held a number of financial and operational roles in both venture-backed and publicly traded companies.** Today, in addition to his responsibilities at Safeguard, he is also the non-executive Chairman of the Penn Valley Group, a middle-market management advisory firm which launched in 2005. Prior to the creation of the Penn Valley Group, Steve served as the Chief Financial Officer of Fiberlink Communications Corp., a leading provider of remote access VPN solutions for large enterprises. Steve's prior experience includes serving both as the Chief Financial Officer and then Chief Executive Officer of US Interactive, Inc. where he led the company's initial and secondary public offerings. Steve also served as Chief Executive Officer of Concellera Software, Inc., orchestrating the sale of its proprietary technology to Hewlett Packard, and spent over a decade with Deloitte & Touche, where he was responsible for developing an emerging business practice for the firm in Philadelphia.

## EXPERIENCE

- Penn Valley Group – *Founder and Managing Partner*
- Fiberlink Communications Corp – *Chief Financial Officer*
- Concellera Software, Inc. – *Chief Executive Officer*
- US Interactive, Inc. – *Chief Financial Officer and Chief Executive Officer*
- Deloitte & Touche – *Senior Manager*

## BOARD MEMBER

### Partner Companies

- Clariant, Inc. (Nasdaq: CLRT)

### Independent Organizations

- Arts & Business Council of Greater Philadelphia – *Treasurer*
- Cadient, Inc.
- Drexel University LeBow College of Business, Center for Corporate Governance
- Economics Pennsylvania – *Regional Chairman*
- LaSalle University – *Business Advisory Board*
- NutriSystem, Inc. (NASDAQ:NTRI) – *Director and Chairman of Audit Committee*

## EDUCATION

- BS, LaSalle University