

## Speaker Biographies

### *Economic Update*

#### **Chris Kuehl, Economist, Armada Corporate Intelligence (Virtual)**

Chris Kuehl is the co-founder (with Keith Prather) and Managing Director of Armada Corporate Intelligence, a company created in 1999 to provide strategy foundation, competitive intelligence, business analysis and economic forecasting for corporate clients. Armada's clients include YRC Worldwide, TranSystems, Spencer Fane Britt and Browne, KPMG, Hallmark International, Weitz Industrial among others.

Chris is the editor and primary writer for several publications: Business Intelligence Briefs, Strategic Intelligence Briefs and Fabrinomics.

Chris is the Chief Economist for the Fabricators and Manufacturers Association. This includes writing Fabrinomics and serving as a keynote speaker for their conferences and meetings.

He is a renowned speaker who has spoken for 25 years to over 300 organizations domestically and internationally. Chris is a frequent commentator for the media – locally and nationally. He is a regular economic/business analyst for KMBZ radio, KSHB-TV (local NBC affiliate), and has been extensively quoted in national newspapers, magazines and trade publications.

He holds a Master's Degree in Soviet and East European Studies, a Masters in East Asian Studies, and a Ph.D. in Political Economics from the University of Kansas. He has been on the faculty of universities in the US, Hungary, Estonia, Russia, Singapore and Taiwan.

### *Using Data to Align Management and Improve Performance*

#### **Brian Suthoff, Founder, Truerto**

Brian Suthoff is the founder and President of Truerto. For small and mid-sized businesses that extend trade credit to their customers, Truerto provides credit information that saves time and protects privacy through integrated systems. Prior to Truerto, Brian's passion to help businesses innovate using data motivated him to start other businesses: Tally Street and Localytics. Tally Street provided thousands of accountants and SMBs customer insights, and Localytics grew into a mobile engagement solution deployed on 2 billion devices. Brian has an MBA from The George Washington University and a Finance & Economics degree from Rockhurst University.

### *Setting a Timeline for Effective Collections*

#### **Marc Davenport, AVP Customer Experience, Caine & Weiner**

Marc Davenport is a seasoned business consultant, serial entrepreneur, and wealth strategist with a remarkable track record spanning five decades. Throughout his career, he has been instrumental in helping businesses enhance their sales, performance, and profits. Additionally, Mr. Davenport has been actively involved in raising capital for entrepreneurs looking to introduce new services, products, or production methods into the market, facilitating their successful commercialization.

In his current role as the AVP of Customer Experience at Caine & Weiner, Marc is dedicated to improving cash flow, reducing daily sales outstanding (DSO), and ultimately increasing the profitability of the businesses

the company serves. Moreover, he skillfully manages the Midwest region for our esteemed NACM alliance, which is now celebrating its 30th year of success.

Marc states, "At Caine & Weiner, we believe reducing the frequency and severity of your past-due receivables and write-offs is as important as finding new customers."

***Credit Application Fraud: Some of the Signs, Preventive Steps & Remedies for the Savvy Vendor***

**Thomas Fawkes, Partner, Tucker Ellis**

Thomas Fawkes is a partner with the law firm of Tucker Ellis LLP in its Chicago office. Tom focuses his practice on bankruptcy, creditors' rights and financial restructuring matters, representing official committees, unsecured and secured creditors, debtors, financial institutions, post-confirmation trustees, and asset purchasers in chapter 11 and 7 bankruptcy cases, out-of-court restructurings, and liquidation proceedings throughout the United States.

Tom also assists his clients in structuring commercial transactions with a view towards mitigating risk of future bankruptcy and insolvency losses. Among other honors, Tom has been recognized as an Illinois Leading Lawyer in Bankruptcy & Workout Law: Commercial, and by Chambers and Partners as one of the leading bankruptcy and restructuring attorneys in Illinois.