

CFO Spotlight: Pat McCoy, CFO of ScienceLogic

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1. What were some of your first jobs you ever had

I grew up in Cleveland, the third of eight children, and was the first in my family to go to college. My Dad worked hard to put us all through private Catholic school, and so when it came to college, we knew we were on our own to pay for it. So between age 16 and through college, I was constantly working. My first job was McDonalds, then a welding factory (it was hot that summer), and the next two summers working at an aluminum siding factory on the east side of Cleveland (plenty of cuts on my hands from that job). To pay my college tuition, I continued my slew of odd jobs: I cut down trees with a tree service company the next summer, dishwasher, waiter, I even sold shoes at a shoe store at the local mall. These many jobs gave me the satisfaction of putting in a hard day's work.

Halfway through college, I approached two of my accounting professors at John Carroll University who had their own local CPA firm and ask them if I could work for them. After my first negotiation, they hired me immediately at \$3 an hour, and so began my accounting career.

2. Who had the biggest influence on your career and why?

After 9 years at Ernst, I have been fortunate over the past 25 years to be CFO of 4 fast growing technology companies, the previous 3 having successful exits. Every CEO I have worked for has taught me about great leadership, and life in different ways, but my latest 2 CEO's have been phenomenal.

At ScienceLogic, we are blessed with a great management team and Board, led by our Founder and CEO, Dave Link. Dave Link, I would say is the most caring CEO I have ever worked for, and despite our growth to over 300 employees, Dave shows me every day by example, how to treat each employee like family. Although I have worked with Dave for over 7 years, I am amazed each day, observing his compassion for our employees, and his thoughtful vision to give our customers a better, smarter way to solve a really tricky problem...delivering their IT services faster and more efficiently.

I was first introduced to Dave Link in 2010 by Don Pyle. Don was CEO of Netcordia, and Don I had just sold Netcordia in 2010 to InfoBlox, after a very tricky

stock swap negotiation. I learned a lot about negotiation, and especially the negotiation skills needed to persuade customers from Don, who had a strong career with Cisco and Juniper in sales. I saw in Don the most loyal and generous CEO I have ever worked for. Don was a generous friend, and supported many local Annapolis charities. That is why I was devastated, in January 2015 when Don, his wife Sandy, and their four grandchildren died in a terrible Annapolis fire at their home. Don, had just joined ScienceLogic four months earlier to team up with our CEO Dave Link, as ScienceLogic's new COO, and I was thrilled to be able to work together with both of my favorite mentors, Dave and Don, at the same company. After Don's death, I needed to do something, and so I formed a 501c3 charitable foundation that supports Annapolis charities for children, in order to help continue Don and Sandy's generosity. So far in 3 years, this charitable foundation has raised over \$100,000 for local charities benefitting children as a way of remembering Don, Sandy and the grandchildren, and carrying on their legacy of charitable giving. The foundation has an annual golf outing every year in May at www.pylefoundation.org.

3. Name a Finance person who impresses you today, and tell us why.

Everyone needs a good right hand man (or woman) and at ScienceLogic that's Adam Morson, our VP of Finance. Adam is a true leader and has built a great team culture. Adam leads by example with his amazing work ethic. He sets the tone, the pace (and it's a fast pace), while making it a fun place to work.

Here is an example. For managing the Finance team, Adam uses a daily scrum meeting (aka 15-minute standup meeting). Every morning the Finance team gathers outside my office and uses this short meeting to set the day's tone for the team's daily activities. Each person speaks briefly to describe what they did yesterday, and what they are doing today, to help the Finance team meet certain sprint goals, and what if any impediments there are to overcome and allow us to achieve our goals. This daily very efficient management style approach that Adam uses is brilliant.

4. When you are not working, how do you spend your downtime (hobbies, activities, etc.)?

Although I work and stay in Reston during the week, my home is on Kent Island on the Chesapeake Bay facing Annapolis. My wife of 35 years, Shelly and I on weekends enjoy the beautiful sunsets over the water with the Annapolis Naval Academy in the background. I also enjoy catching crabs off my dock, fishing, and sometimes getting out my jet ski when my 2 daughters visit us for a long weekend on the Bay.

5. Do you have a personal mantra, words of wisdom or favorite inspirational quote?

I always encourage my Finance teams to go beyond the numbers, and reach out to all other departments in our company in order to assist with sales, get involved in improving operations, and have an understanding of the products and services that we sell.

In that regard, I tell my Finance team that the real difference between a “good” Finance team and a “great” Finance team is that “a good Finance team runs the numbers.... but a great Finance team runs the business.”