

Matthew R. Prazenka
CEO/President
Business Development & Management Executive



Matt Prazenka has been described as: “One of the most respected professionals in the service industry. Matt’s history is one of innovation and out-of-the-box thinking, combined with an attention to detail and management by the numbers.”

With more than 20 years of leadership experience in organizations that provide business-to-business and business-to-consumer services and products, Matt touched all aspects of the company by influencing sales, marketing, finance, accounting, policies, and processes.

Matt has served in many roles in the service industry. In his role as a CFO and VP of Operations, he was strategic in growing the company from 8 to over 24 million dollars in revenue over a seven year period while increasing EPS from 12 to 41 cents. He was instrumental in implementing and financing a multimillion-dollar ESOP and subsequently managing the debt and saving hundreds of thousands of dollars with renegotiations.

Matt’s focus on the details facilitated the attainment of broader objectives. He implemented Lean processes and Quality Management practices that resulted in reduced overhead, increased efficiencies and double-digit percentage increases in revenue per person.

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Recently he served as “VP of Services” for an alternative energy company in Houston Texas, rooting three new HVAC operations in two states while creating products and services that complemented the solar and wind power installations.

Matt shares his insight and ideas with the industry through writing on web forums and speaking at conferences. He is known nationally for his contributions and collaboration with best practice groups and industry associations.

Matt is a Founding Principal of “Abacus Business Leaders”. Abacus provides hands-on interim/surrogate C-level leadership for lower middle market companies (up to \$50 million in sales) seeking to improve their valuation.

Find out more about Matt at www.linkedin.com/in/mattprazenka
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