



Modern SaaS Finance Summit

Panel

How Finance Creates Business Value

12:00 PM – 12:45 PM



Mark Ralls
Managing Director of
Business Operations
Vista Consulting Group



Brian Regan
Finance Operating Partner
and CFO
Spectrum Equity

Biggest Learnings

You will succeed, or fail, based on the team you build.

Know your growth levers. It starts with sales efficiency.

Capital deployment prioritization is the name of the game.

Drive accountability. Don't just be the 'cost cop.'