



## **Bill Carpou**

Bill Carpou is the current chief executive officer of OCTANe and a partner in Visionary Ventures. Prior to joining OCTANe as CEO, Mr. Carpou was the Managing Partner for TheGreyGroup which he founded and focused on revenue growth and operational improvement for early stage companies. From February 2010 through September 2014, Mr. Carpou

served in an operating partner role at the Blackstone Group including leading a key portfolio company, RGIS. Mr. Carpou was recruited to this position by Blackstone and was responsible for all aspects of revenue including sales, marketing, channel expansion, strategic alliances, acquisitions and customer service.

Mr. Carpou's prior experience includes three years as a partner at Profit Recovery Partners ("PRP"). Mr. Carpou was responsible for the firm's revenue growth initiatives as well as their solutions management practice area. Before joining PRP, Mr. Carpou served in a variety of senior executive positions at IKON Office Solutions for 18 years where he led revenue and M&A activities for a variety of key areas within IKON's global operations. IKON has since been acquired by Ricoh Corporation. Mr. Carpou has had diverse experiences including full P&L responsibility in excess of \$1B; acquisition responsibility as part of the company's growth strategy; extensive vendor relationships and negotiations with global suppliers; and leading sales organizations of all sizes to achieve their performance goals.

Mr. Carpou has a bachelor's degree in marketing from Villanova University. He has served on the board of the Barclay Theatre, serves on the Dean's Advisory Board at the Villanova School of Business and is a member of the Chief Executive Roundtable at the University of California, Irvine. He resides in Laguna Niguel, California.