

# BART C. SHULDMAN

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NON-EXECUTIVE DIRECTOR | CHIEF EXECUTIVE OFFICER | BUSINESS STRATEGY, TECHNOLOGY INNOVATION & TRANSFORMATION



“Bart Shuldman knows how to reach the heart of the matter quickly, clearly, and strategically, focusing on the big picture. His understanding of financials and manufacturing expertise has helped Gusmer tremendously. Bart is truly a trusted advisor, and Gusmer has grown and thrived because of his insights and initiative.”

Marla Jeffrey  
CEO, Gusmer Enterprises, Inc.

Bart Shuldman is a strategic, mission-driven board director and CEO. Consistent throughout his incredible career are his passion, vision, and expertise for developing and launching new products in untapped markets.

He is known for his exceptional crisis management and problem-solving abilities in navigating complex business challenges and transformations.

He excels at building, inspiring and unifying high-performing teams to drive successful outcomes. With a formidable track record in playing an active role on boards across diverse industries, Bart’s experience is an asset to any board.

### PROFESSIONAL EXPERIENCE

Bart offers a rare combination of people skills, sales, marketing and financial acumen. He brings deep leadership of developing software-driven technology, hardware development, and the combination of combining hardware and software in product solutions. His experience as well as expertise includes casino, gaming, restaurant and food service technology as expertise on world-class service and support.

Having led **TransAct Technologies**, Inc., IPO and as the company’s CEO for the past 27 years, Bart is well-versed in running a public company. He took on the role of Board Chairman from 2001-2022, setting strategic direction, strengthening financial oversight, and ensuring regulatory compliance. Bart also spearheaded DEI and ESG initiatives, and navigated interactions with US, European, and Asian regulators.

A Qualified Financial Expert, Bart oversaw the company’s IPO and capital raises, regularly engaging with shareholders and analysts. On the finance and audit committees, he assembled comprehensive board packages, including financial reports, projections, and performance data across markets and products.

Bart currently serves as a Board Advisor for **Gusmer Enterprises**, Inc., a \$100M privately held global supplier of fermentation, filtration,

“I have experience on both public and private boards and understand how boards can be effective. I also have experience as a CEO, working alongside a board to grow the business.”

and processing aids for the beverage, food, and pharmaceutical industries, situated in Mountainside, New Jersey. As a key advisor to the CEO, Bart provides guidance on business strategy and market positioning, large OEM account customer relations, sales and new market development, and manufacturing expansion. Under Bart’s advisory, Gusmer’s sales have doubled since 2016.

### LEADERSHIP STYLE

He is known for his effective communication style and talent for mentoring and inspiring teams. He believes that flexibility and agility are critical in today’s challenging global environment. As a leader, Bart focuses on cultivating strong team dynamics, working to unify, motivate, and sustain cohesive groups. He leads with integrity, transparency, accountability, and with a focus on core values, while also maintaining an adaptable approach. He leads by example and embraces the principle that collaboration produces the best outcomes.

His board success stems from his steadfast commitment, mutual respect, earned trust, and the cultivation of a culture of openness.

### THE NEXT CHAPTER

Bart Shuldman stands poised to extend his invaluable expertise and leadership acumen to further board positions. With a distinguished background in cultivating high-performing teams and a proven track record of exemplary governance, he emerges as a valuable asset poised to enhance the strategic direction and operational efficacy of any organization fortunate to engage his services.

*Bart says a positive attitude in life is one of his greatest assets.*

### BY THE NUMBERS

- 27 Years with **TransAct Technologies**. The company is on track to generate approximately \$80M this year
- Gusmer Enterprises** - Efforts have helped to increase sales from roughly \$50M to \$100M today.
- Moved hardware manufacturing to Asia, increasing profit margin from 30% to over 45%.
- Built the international business to over 20% of sales.
- Developed a recurring revenue stream from \$0 to \$13M.

### BOARD EXPERIENCE (AT A GLANCE)

- 1996–2023:** Chief Executive Officer & Board Member, TransAct Technologies, Inc., taking on the position of Chairman of the Board from 2001-2022.
- 2016 – Present:** Board Advisor, Gusmer Enterprises, Inc.

### SKILLS

- Technology Innovation
- Strategic Planning
- Finance & Audit
- Corporate Governance
- DEI & ESG Champion
- Analysis & Strategy
- Strong Emotional, Social & Adversity Intelligence

### AWARDS & ACCOLADES

- Most Influential Restaurant CEOs in the Country, Nation’s Restaurant News, 2020
- Konami Supplier Performance Award for Vendor Excellence, 2016, 2015, and 2014

### EDUCATION

- Bachelor of Science in Electrical Engineering (BSEE), University of Hartford, Hartford, CT

### MEMBERSHIPS

- Young Presidents’ Organization (YPO), Irving, TX
- American Gaming Equipment Manufacturers (AGEM), Las Vegas, NV