



Senior financial leadership built for the way architects work.

WinterView Group brings decades of CFO-level expertise to small and mid-size architecture firms — giving you the financial clarity, operational discipline, and growth strategy of a seasoned executive without the full-time cost.

15+

Architecture firms served

100+

CEOs mentored in Goldman Sachs 10,000 Small Businesses Initiative

8+

Organizations as first financial exec

3×

One CEO hired Hugh three times

HOW WE HELP YOUR FIRM

- **Financial strategy & forecasting**

Cash flow management and profitability planning tuned to project-based revenue cycles.

- **ERP & Ajera advisory**

Selecting and implementing the right practice management systems with hands-on Ajera expertise.

- **M&A & transactions**

Acquisitions, integrations, divestitures, and exit planning with real deal experience.

- **Strategic project management**

A focused right hand to lead initiatives that deliver meaningful change.

PROVEN RESULTS

- **Turned around cash-starved firms**

Navigated multiple organizations from negative cash flow to sustainable profitability.

- **Creative deal financing**

Financed 150% of an acquisition price on a carve-out — finding capital where others saw limits.

- **Rapid M&A integration**

Led full operational integration of three acquired companies within 120 days.

- **Start-up to strategic exit**

Guided an angel-funded start-up through 24 months of operations to a successful sale.

Why architecture firms choose WinterView Group

Hugh Glazer brings a proven track record helping architecture and professional services firms navigate Ajera implementations, project-based cash flow challenges, and firm growth. He has mentored 100+ CEOs in the Goldman Sachs 10,000 Small Businesses Initiative via the National Cohort at Babson College — bringing structured financial thinking to firms that are ready to scale. Hugh is a frequent guest on business podcasts and has been quoted in the PSMJ Newsletter, and in June 2026 completed Babson College's Mastering Generative AI in Your Business program.