



Rich "Raz" Razgaitis is the co-founder and chief executive officer of FloWater, where he leads the Denver-based company in its mission to disrupt the drinking water industry and deliver to its B2B customers the best-tasting, healthiest water on the planet in order to eliminate the plastic water bottle. Under his management, FloWater has become the beverage of choice for such companies as Google, Red Bull, prAna, Oneill, Play Station, Alaska Airlines, and Xponential Fitness as well as the Oakland school system. Its proprietary, new-tech water-refill stations, since company launch in 2013, have saved more than 130 million plastic bottles from entering the environment to date and are on target to eliminate 1 billion by 2022.

Razgaitis has scaled the FloWater brand significantly from its initial distribution in only one state. Today, FloWater Refill Stations are used daily at over 5,000 offices, hotels, gyms, schools and concert venues in nearly 50 states. His role encompasses overseeing all aspects of the high-growth brand from customer service and operational execution to corporate strategy and investor relations. He recently secured \$15mm in Series B growth funding for FloWater. FloWater has been recognized as a 'Top 500' company on the annual *INC 5000* list of fastest-growing growing privately held companies in America.

In his career, Razgaitis has been passionate about building brands and empowering teams. Since 2002, he has served in CEO/president-level roles in several venture capital backed start-ups, privately held turnaround and growth companies, and he brings insight from those experiences to his work today at FloWater. Razgaitis was the CEO of several consumer tech companies, including DealOn, an e-commerce company that developed the Web's first deal commerce exchange, and another, MyTownPerks, which built the first PCI-complaint cloud-based loyalty program for B2B.



Razgaitis has deep experience in the consumer-goods industry, having led personal-care and nutrition company Univera into fast growth, with revenues doubling from \$45 million to almost \$100 million per year. With a specialty in rebuilding brands, Razgaitis also restarted a privately held consumer company, Blaine Pharmaceuticals, where he led product development and licensing of a dozen new products and drove commercialization into over 30,000 food and drug stores nationwide. He started his career in Fortune 500 companies, including Johnson and Johnson and Eli Lilly. Razgaitis grew up on the East Coast and holds a BA in marketing and an MBA in general business and marketing from Anderson University. In his spare time, you can find him spending time with his kids, working out, decompressing at yoga and enjoying a green smoothie.