

# 2018 JEGI MEDIA & TECHNOLOGY CONFERENCE



Transformational Growth through Innovation + Change

January 18, 2018

Time Warner Center, NYC

#JEGICONF18

## SPEAKER BIOS

### KEYNOTE SPEAKERS (IN ORDER OF APPEARANCE)

#### S. Sampath, Global Head of Products & Solutions | Verizon



S. Sampath is a Senior Vice President and Head of Global Products and Solutions for Verizon. He is responsible for setting direction, driving and implementing major strategic and product initiatives across Verizon. Mr. Sampath manages a diversified and market leading product portfolio, including video, broadband, connected home, in home equipment, and wireless applications like cloud and security. This supports more than \$115B in revenue for Verizon across consumer and enterprise domains, both in the wireline and wireless units. He is also a member of Verizon Operating Council (VOC).

Previously, Mr. Sampath was the Senior Vice President of Business Transformation. He set up the business transformation function at Verizon and a scalable governance model to drive results.

Prior to joining Verizon, Mr. Sampath was Partner and Managing Director and the global practice leader for telecom at the Boston Consulting Group (BCG). He has 15 years of experience in the consulting and investment banking industry, including working extensively with the telecommunications firms at Adventis and KPMG. He earned his MBA from Boston University and is a Chartered Accountant.

#### Clare Hart, Chief Executive Officer | Sterling Talent Solutions



Clare Hart is Chief Executive Officer and member of the Board of Directors of Sterling Talent Solutions, the global leader in background screening with nearly 4,000 employees in 20 offices in 9 countries. She joined Sterling Talent Solutions as President in May 2013 and was named Chief Executive Officer in January 2015. Since joining the company, Ms. Hart has introduced new leadership and strategies to accentuate Sterling's high performance culture while accelerating the growth of its global revenue footprint.

Prior to joining Sterling Talent Solutions, Ms. Hart was President and CEO of Infogroup and a member of the Board of Directors from July 2010 through December 2011. From 2006 to 2010, she was Executive Vice President, Dow Jones & Company, a News Corporation Company, and President, Dow Jones Enterprise Media Group. Ms. Hart was President and CEO of Factiva, a joint venture between Dow Jones and Reuters, from 2000 to 2006 and during her tenure, she grew the company from number three in its industry to number one.

Ms. Hart has won numerous awards for leadership and innovation including Inside Market Data's 2010 Hall of Fame, where she was recognized as "The Visionary" and Drexel University's Drexel 100, the University's alumni hall of fame. She received her BS in Finance and Computer Systems Management from Drexel University and her MBA from Rider University.



## Rishad Tobaccowala, Chief Growth Officer | Publicis Groupe



Rishad Tobaccowala is the Chief Growth Officer of the Publicis Groupe. He is responsible for supporting the leaders of the largest global clients of Publicis to help them grow in a transformative time and drives the global business development efforts of the firm. He also serves on the Publicis Management Committee.

Between July 2016 and June 2017, Mr. Tobaccowala played a dual role of Strategy and Growth Officer of Publicis, adding the Growth role to his Strategy functions. Between 2014 and 2016, he was Chief Strategist of Publicis, during which he worked with the global CEO to help drive the new strategy of Publicis to move from a marketing communications to a marketing and business transformation firm. He also informed the re-organization of Publicis from an Agency brand centric to a Client centric organization called the Power of One.

Prior to his Chief Strategist role, Mr. Tobaccowala was the Chairman of DigitasLBi and Razorfish. He has worked across almost every area of marketing, including brand advertising, media, database, direct and interactive marketing. He is considered a pioneer in digital marketing, helping to create one of the first interactive groups and digital agencies 20 years ago.

Mr. Tobaccowala was named by *BusinessWeek* as one of the top business leaders for his pioneering innovation and *TIME* magazine dubbed him one of five Marketing Innovators. He is in the Ad Age Interactive Hall of Fame and has received a Lifetime Achievement Silver Medal Award from the Chicago Ad Federation. He serves on the board of Matomy, an Israeli outcome based digital performance company, and as an advisor to a host of companies in the venture capital and startup space, including Greycroft Ventures, Abundant Ventures and Jana Mobile. Previous board roles include Audience Science and Snap (an Idealab company). He is also Chairman of The Tobaccowala Foundation, which helps over 10,000 people gain better access to health and education in India.

Mr. Tobaccowala holds his Bachelor's Degree in Mathematics from the University of Bombay and his MBA from the Booth School of Business at the University of Chicago.

## Myke Cole, Cyber Threat Intelligence Analyst | NYPD



Myke Cole is a Cyber Threat Intelligence Analyst with the New York Police Department and a former member of the US Coast Guard Reserve, supporting maritime search and rescue and law enforcement around New York City.

Mr. Cole is also an award-winning, best-selling author of fantasy fiction, perhaps best known for his "Shadow Ops" series of novels, combining military action with magic and sorcery. He is also featured on the CBS reality TV series *Hunted*, where he is a member of an elite team of fugitive hunters.

Mr. Cole holds his BA from the State University of New York at Buffalo and his MA from George Washington University.

## Jim McGeever, Executive Vice President | Oracle NetSuite Global Business Unit



Jim McGeever leads all business operations at Oracle NetSuite global Business Unit. Mr. McGeever joined NetSuite in 2000 and was the company's 15<sup>th</sup> employee. From 2000 to 2010, Mr. McGeever served as NetSuite's Chief Financial Officer and was a driving force behind NetSuite's successful IPO in 2007. In 2010, Mr. McGeever became the company's Chief Operating Officer, responsible for global sales, services and support operations. In 2015, he became the company's President.

Mr. McGeever holds his BS from the London School of Economics, and in 2007 was named the Bay Area CFO of the Year.

## MODERATORS & PANELISTS (IN ALPHABETIC ORDER BY COMPANY NAME)

### Dean Jacobson, Managing Director | Accel-KKR



Dean Jacobson is a Managing Director at Accel-KKR. Previously, Mr. Jacobson was a Vice President with Summit Partners, where he was involved in private equity investments in the technology and financial services sectors. Prior to Summit, Mr. Jacobson worked as a Director of Corporate Development at Vonage, a leading provider of digital phone services. Before Vonage, He was an Associate Director at 3i, a leading global private equity firm, where he focused on the firm's later-stage technology investing practice in the US. Mr. Jacobson started his career in the technology group at Robertson Stephens where he worked with growing companies in the semiconductor, hardware, storage and digital media sectors.

Currently, Mr. Jacobson is a Director of Cielo, Datapipe, EPiserver, FM:Systems, Infinisource, Jaggaer, North Plains, Oildex, and TELCOR. He is a former Director of Abila (sold to Community Brands in 2017), The Endurance International Group (sold to a private equity consortium for \$1.0 billion in 2011) and KANA Software (sold to Verint Systems (NASDAQ: VRNT) for \$514 million in 2014).

Mr. Jacobson received his MBA from the Stanford Graduate School of Business, where he was an Arjay Miller Scholar, and his AB from Harvard University.

### Gerry Sutton, Chief Executive Officer | Adstream



The leader of the Adstream team, Gerry Sutton joined in 2013 after a long association with the company going back to 2004. Mr. Sutton brings a considerable depth of experience in complex operating environments and IT and systems architecture essential to leading Adstream to continued success.

An accomplished business leader with experience in the media and advertising industry, Mr. Sutton was a board member of Foxtel for six years and the COO of Sensis Pty Ltd., where he was largely responsible for the digital and IT strategy.

Mr. Sutton earned his BS from Monash University in 1973.

## John Rose, Senior Partner & Managing Director | Boston Consulting Group



John Rose is a Senior Partner and Managing Director in the New York office of The Boston Consulting Group. He leads BCG's Americas Media practice and helps lead its Big Data practice. Until recently, he was also responsible for BCG's US Private Equity practice. Mr. Rose joined BCG from EMI PLC, where he was Group EVP, responsible for strategy and corporate development, digital distribution, global operations, and government affairs. Prior to EMI, he spent 20 years at McKinsey & Co., as a Director, where he led the global media practice and was deeply involved in serving tech, telecom, and private equity clients.

Mr. Rose's consulting work includes a multi-year effort for World Economic Forum on big data; transformation of a leading newspaper and broadcasting company; growth strategy for a leading cable Multiple System Operator (MSO); multi-screen content strategy for a US telecommunications company; digital strategy for a leading cable network; acquisition of a major TV station group; ad sales effectiveness efforts and cost restructuring for newspaper, broadcasting, and magazine companies; incubation of new social/interactive TV studio; growth strategy for a leading web and mobile content services company; and incubation and build of a leading sports Internet portal.

Mr. Rose holds his BA in Mathematics, summa cum laude, from Wesleyan University, where he was awarded the Graham Prize for Natural Science. He earned his Master's Degree in Public and Private Management from Yale University. Outside of work, he serves on the Board of Trustees of WNYC and Young Audiences.

## Neil Thackray, Co-Founder & Chief Executive Officer | Briefing Media



Neil Thackray is the Co-Founder and CEO of Briefing Media. He started the business seven years ago in partnership with Rory Brown. The business employs 170 people in the US and Europe and is now a leading price reporting agency for agribusiness, also providing content, insight and community events. Briefing Media has shifted from being predominantly an ad-driven business to a premium subscriptions model.

Prior to founding Briefing Media, Mr. Thackray was a consultant to numerous media businesses and served as CEO of several business-to-business media companies. Mr. Thackray holds his BS from the University of Southampton.

## Ray Shu, Managing Director & Head of Originations, TMT | Capital One



Ray Shu joined Capital One in April 2016 and currently serves as Managing Director and Head of Originations for Capital One's Technology, Media & Telecom lending platform. Prior to joining Capital One, he served as Senior Managing Director and Team Leader for GE Capital's Telecom, Media & Technology business. In this position, Mr. Shu led his team in providing senior secured financing to middle-market companies and sponsor-based activities in various TMT sectors.

Mr. Shu joined GE Capital in October 2000, where he held several senior positions, including Managing Director, Risk, charged with overall underwriting and portfolio management responsibilities for the business unit's loan portfolio in the media sector. As a Senior Vice President, he also co-founded GE Capital's Technology

Lending Group, which focuses on debt investments for early stage, venture-backed technology companies.

Prior to GE Capital, Mr. Shu was with Bank of America Commercial Finance's Healthcare Leveraged Finance Group, as well as with the Franchise Finance Group at NationsBank, N.A. He was also with PriceWaterhouse's Corporate Finance Group, where he focused on the execution of buy- and sell-side mandate transactions, capital raising, IPO advisory and bankruptcy restructuring services.

Mr. Shu earned his BBA in Finance from the University of Georgia and his MBA in International Finance from Georgia State University. He received his Chartered Financial Analyst (CFA) designation in 1997.

### Marcus Anselm, Partner | Clarity



Marcus Anselm is a Partner at Clarity Capital Partners. He has 20 years of experience advising on corporate transactions in media and technology.

Mr. Anselm started his career by qualifying as a Solicitor, joining the corporate team at the TMT-focused firm, Olswang. He moved into corporate finance by joining LongAcre Partners, which was subsequently acquired in 2007 by the US investment bank, Jefferies, where he was a Managing Director on the media team.

Mr. Anselm holds his LLB from University College London and is a founding trustee of Tri For Life, a charity which organizes a yearly triathlon event and has raised over £2 million for causes, such as Great Ormond Street Hospital, Rays of Sunshine and Teenage Cancer Trust.

### Jason Corsello, SVP, Strategy & Corporate Development | Cornerstone OnDemand



Jason Corsello is Senior Vice President of Strategy and Corporate Development for Cornerstone. He is responsible for driving the company's product innovation, go-to-market strategies and new corporate initiatives. This includes guiding M&A and Cornerstone's corporate venture investments, as well as overseeing new product initiatives in the areas of PaaS, workforce analytics and mobile.

Mr. Corsello has over 20 years of experience in enterprise software, market research and management consulting. Prior to joining Cornerstone in 2011, he worked with HR consulting firm Knowledge Infusion (now Appirio), where he was Senior Vice President of Strategy and Corporate Development. He developed and launched many new services for the firm and played a lead consulting role with many of Knowledge Infusion's Global 2000 clients, such as Nike, Dell and Metlife. His background also includes a research director role with Yankee Group, leading the company's human capital management and talent management advisory and consulting services. He spent six years with Flextronics International (now Flex), where he worked with large, multi-national clients in developing their outsourced manufacturing and supply chain strategies.

Mr. Corsello is an active participant in the HCM community, speaking at events such as the HR Technology Conference and LA Tech Summit. He has been featured as an industry expert in media outlets such as *The Economist*, *The Wall Street Journal*, *Forbes* and *CIO Magazine*. Mr. Corsello earned his BBA in Business Administration from the University of San Diego.

### Tilman Au, Co-Chief Executive Officer | Diva-e



Tilman Au is the Co-Chief Executive Officer of Diva-e, one of Germany's largest digital service providers.

Born in 1977, Mr. Au studied business administration, specializing in marketing and communications. He founded New Identity AG (NIDAG) in 1998, which he developed into the largest multimedia service provider in Germany's Rhine Main area. In 2011, he brought NIDAG into United Digital Group (UDG), which is financed by the international financial investor EQT. Since then, he has acted as an angel investor.

Mr. Au is a shareholder in numerous startups in the digital media field. As Founder and Managing Director of Startup Netzwerk Mainz e.V., a not for profit association supporting startups in the city of Mainz, he is also actively involved in the startup scene in Germany's Rhine Main area.

### Scott Pasquini, Managing Director | Madison Dearborn Partners

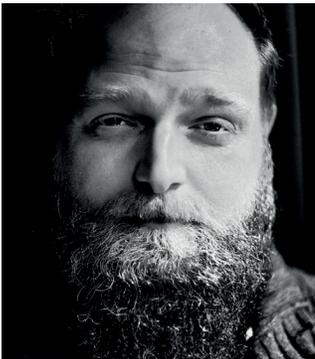


Scott Pasquini is a Managing Director at Madison Dearborn Partners, where he helps lead the firm's investment efforts in Telecom, Media & Technology Services.

He currently serves on the Boards of Directors of Centennial Towers, Liquid Web and The Topps Company, and was previously involved with MDP's investment in Q9 Networks. Prior to joining MDP, Mr. Pasquini was with GTCR Golden Rauner and with Merrill Lynch in their Mergers & Acquisitions Group.

Mr. Pasquini holds his Bachelor of Engineering from Princeton University and his MBA from Harvard Business School.

### Wesley ter Haar, Founder | MediaMonks



Wesley ter Haar is the founder of MediaMonks, a global creative production company. His role as head of operations has been key in the growth (650 monks), expansion (11 offices) and quality of the work (100+ Lions, Ad Agency A-List). He now heads the US offices in Los Angeles and New York.

Mr. ter Haar is a board member at the Society of Digital Agencies (SoDA) and was the inaugural President of the Digital Craft Jury at the Cannes Lions in 2016.

Mr. ter Haar is a graduate of Amsterdam University of Applied Sciences.

## Susan Haberman, Senior Partner & US Career Business Leader | Mercer



Susan Haberman is a Senior Partner and leader of the US Career Business for Mercer. She is responsible for Mercer's US growth and expansion across a wide spectrum, including total reward solutions, talent acquisition and development, workforce planning and analytics and digital transformation and change. Ms. Haberman has over 25 years' experience in human resources consulting, working with organizations to design and build human resource programs, information resources and tools that allow them to make more informed decisions on strategic people issues.

Before her current role, Ms. Haberman was responsible for profitable growth and development of the Career business, as Mercer's Growth Markets Leader, as well as Mercer's Global Product portfolio. In this role, Ms. Haberman was accountable for double-digit revenue growth and triple-digit NOI growth, conducting mergers and acquisitions around the globe and leading major client pursuits and relationships.

Ms. Haberman earned her BA from Washington University and her Master's Degree, summa cum laude, in Public Administration from George Washington University.

## Robert Dickey, Partner | Morgan Lewis



With US and global experience in mergers and acquisitions, Rob Dickey helps both public and private companies close domestic and cross-border deals, including most recently Penske Media's investment in Wenner Media. He also advises clients on issues that arise in joint ventures, strategic alliances and investment transactions. Although he focuses his practice on representing companies in the media and technology industries, Mr. Dickey also counsels strategic and financial clients in many economic sector.

Mr. Dickey represents a variety of clients, including a leading international educational company, a global high-tech engineering corporation, and one of the largest US media outlets. In addition to his M&A work, Mr. Dickey also advises clients on corporate governance and compliance matters.

Mr. Dickey holds his AB and JD from Duke University.

## Andrew Cozewith, Managing Director & Media Practice Leader | Monroe Capital



Andrew Cozewith is a Managing Director and the Media Practice Leader of Monroe Capital in the firm's Atlanta office. He is responsible for relationship sourcing and the origination of new business opportunities within the media, information services and communications industries.

Mr. Cozewith has over 23 years of leveraged lending, corporate banking and investment experience. Prior to joining Monroe, Mr. Cozewith has worked at SunTrust Robinson Humphrey, CIT Group and GE Capital where he was responsible for transaction sourcing, structuring, deal execution and monitoring of portfolio companies. Mr. Cozewith began his career at Royal Bank of Canada, specializing in the media and communications industry.

Mr. Cozewith received his MBA from Fordham University and his BS in Finance from Indiana University.

## Kathryn Minshew, Founder & Chief Executive Officer | The Muse



Kathryn Minshew is the Founder and CEO of TheMuse.com, a career platform used by over 50 million millennials to navigate their careers, and by hundreds of companies looking to attract, hire and retain great talent. She is also the author of "The New Rules of Work," a Wall Street Journal national bestseller, and an Operating Partner at XFactor Ventures, a venture capital fund investing in the next generation of female founders.

Ms. Minshew has spoken at MIT and Harvard, contributed to *The Wall Street Journal* and *Harvard Business Review*, and appeared on TODAY and CNN. She has also been named to SmartCEO's Future50 Visionary CEOs and Inc.'s 35 Under 35.

Ms. Minshew worked on HPV vaccine introduction in Rwanda with the Clinton Health Access Initiative, before founding The Muse, and was previously at McKinsey & Company.

Ms. Minshew holds her BA from Duke University.

## Scot Melland, Industry Advisor | Warburg Pincus



Scot Melland is the former Chairman and CEO of DHI Group (NYSE: DHX), a global online recruiting firm, where he led the company through a successful turnaround, public offering and global expansion.

Prior to DHI, Mr. Melland was Co-Founder and CEO of Vcommerce, an e-commerce software company (sold to Channel Intelligence/Google). Earlier, he was SVP, Interactive Services at Cendant Corporation (now Affinion Group), where he built and managed a portfolio of profitable online businesses, including Match.com (now part of IAC) and Rent.net (now part of Move, Inc.). Prior to Cendant, he served as VP of Investments & Alliances for Ameritech (now AT&T), making investments in early-stage technology companies, internet services and cable television.

Mr. Melland began his career as a management consultant with McKinsey & Company.

Mr. Melland serves on the Board of Directors of PayScale (compensation software/data), Docutap (EMR/ Practice management software), BlueGrace Logistics (third-party logistics) and MultiView (B2B digital marketing agency). He holds his BS in Economics from the University of Pennsylvania and his MBA from Harvard Business School.

## JEGI LEADERS

### Wilma Jordan, Founder & CEO | JEGI



As leader of the most successful independent investment bank for the media, information, marketing, software and tech-enabled services sectors since 1987, Ms. Jordan has been instrumental in completing more than 650 M&A transactions for global corporations, private companies, entrepreneurs, and private equity and venture capital firms.

Ms. Jordan's Best Practices approach to M&A advisory services has been influential in forging the firm's reputation for overall excellence, integrity, and the ability to maximize value for its clients. Her experience includes having founded, owned, managed, advised and served on the Boards of Directors of media, marketing, interactive and technology companies.

Ms. Jordan was one of the founders and initial shareholders of the 13-30 Corporation. She also participated as shareholder, chief operating officer and principal negotiator in the revitalization and 1986 sale of the Esquire Magazine Group. Ms. Jordan has served on the Boards of Directors of four public companies – Lin Broadcasting (NYSE), Lin Television (NASDAQ), Clayton Homes (NYSE) and Lin TV (NYSE). She recently joined the Board of Directors of Fenimore Asset Management, a preeminent wealth management group. In addition, Ms. Jordan is a Trustee of Guideposts, Inc. and a Distinguished Speaker at the University of Tennessee's Neel Corporate Governance Center; she received the University of Tennessee's Accomplished Alumni Award in 2016. In 2017, she received the University of Tennessee's Distinguished Alumna Award, the single highest alumni award given, reserved for alumni who have excelled at the national or international level.

### Tolman Geffs, Co-President | JEGI



Representing technology-driven media, marketing, information and business services companies, Mr. Geffs' particular areas of expertise include marketing software, digital advertising, and retail promotion and technology.

Mr. Geffs brings a unique combination of experience as a CEO and business builder in both traditional and new media companies, and in corporate finance and M&A. Before joining JEGI in 2004, he was CEO of Internet Broadcasting Systems, a national network of 70 local television Web sites operated in partnership with NBC, Hearst, The Washington Post Company and other major broadcasters. With a staff of 250, IBS was one of the earliest old/new cross-media platforms to achieve both scale and profitability.

Mr. Geffs began his career in the M&A department of Lehman Brothers, and also consulted for media companies with McKinsey & Company. He also has held senior executive positions in magazine publishing. He holds his MBA from Harvard Business School as a Baker Scholar, his BA in English and his BS in Engineering Physics with Honors from University of California at Berkeley. Mr. Geffs is a certified FINRA representative.

## Amir Akhavan, Managing Director | JEGI



As a Managing Director, Mr. Akhavan advises technology, interactive, data, information and marketing services companies in mergers, acquisitions, divestitures, recapitalizations, and capital raises. He is known for delivering high-value strategic advice to entrepreneurs, private equity and venture capital firms, and strategic corporations, as they evaluate and seek to stay at the forefront of rapidly changing markets.

Mr. Akhavan is also a member of JEGI Capital, the firm's PE fund, which provided a strong return to investors and had successful exits, including Aprimo (board observer, acquired by Teradata) and I-Behavior (acquired by WPP). Prior to joining JEGI in 2005, he was at Deloitte Corporate Finance in the media and entertainment M&A investment banking group and also worked with Deloitte Consulting on strategy engagements. Previously, Mr. Akhavan worked in EY's Assurance and Advisory Business Services practice, focusing on Tech, Media and Telecom.

Mr. Akhavan earned his Master's degree from the University of Virginia as an Ernst & Young YMP Scholar, and his BS in Corporate Finance from the University of Southern California (USC). He is a member of the USC Board of Governors and received the USC Alumni Association's Presidents Award. Mr. Akhavan is a certified FINRA representative, a CPA, and a Big Brothers Big Sisters of New York mentor.

## Sam Barthelme, Managing Director | JEGI



In his role as Managing Director with JEGI, Mr. Barthelme focuses on vertical software, interactive marketing services, business information and technology companies, in mergers, acquisitions, divestitures and capital raises.

Prior to joining JEGI in 2007, Mr. Barthelme worked in corporate finance at AIG. His direct media and technology experience includes strategic planning and corporate finance roles at entertainment technology provider Production Resource Group and at Time Warner/CNN. Mr. Barthelme also served as an advisor to Video Volunteers, a non-profit social media network that provides solution-based media for marginalized and poor communities around the world.

Mr. Barthelme holds his MBA and his BS in Finance from New York University's Stern School of Business. He is a certified FINRA representative.

## Jeff Becker, Managing Director & Co-Head of Technology Banking | JEGI



Mr. Becker joined JEGI in 2014 as a Managing Director and Co-Head of Technology Banking. He has more than 20 years' experience as a technology banker, with particularly extensive experience in the enterprise software, tech-enabled services and human capital management solutions sectors. Mr. Becker has completed well over 100 technology transactions during his career, including more than 40 strategic advisory or private capital raising assignments.

Throughout his career, Mr. Becker has focused on providing high-quality strategic advisory services to his clients, leveraging his extensive banking experience and deep domain expertise within the technology industry. In particular, he seeks to assist clients in mergers, acquisitions, recapitalizations, growth equity capital

raises, and divestitures. Prior to joining JEGI, he headed or co-headed software banking efforts at JMP Securities, Robertson Stephens, RBC Capital Markets, and, most recently, AGC Partners, all technology/growth company-centric investment banks.

Earlier in his career, Mr. Becker served as a valued underwriter on dozens of notable technology IPOs and other public financing transactions, along with providing M&A advisory services. He earned his MBA with Distinction from New York University's Stern School of Business, and his BS in Finance from Lehigh University. Mr. Becker is a member of the Board of Trustees for the Make Some Noise: Cure Kids Cancer Foundation, and a member of the operating committee for the Cycle for Survival events in New Jersey. He is a certified FINRA representative.

### David Clark, Managing Director | JEGI



In his role as Managing Director, Mr. Clark provides M&A advisory services to traditional and technology-enabled marketing services companies. His focus and transaction experience also includes companies in adjacent markets, such as marketing information and analytics, customer experience management, SEM and SEO, marketing application software and information technology services.

Mr. Clark has 25 years' experience in investment banking and industry consulting. Before joining JEGI in 2004, he was a Managing Director at Deloitte & Touche Corporate Finance and a senior member of Deloitte's global TMT (Technology, Media & Telecom) industry practice. While there, Mr. Clark acted as financial and strategic advisor on cross-border M&A assignments, joint ventures and growth capital financings for US and international companies. Previously, he served as Vice President of the Bank of Tokyo's New York Investment Banking Group where his responsibilities included managing the bank's US venture capital, private equity relationships and investment portfolio.

Mr. Clark is a former board member of the Massachusetts Information & Technology Exchange (MITX), the leading industry association bringing together digital technology, marketing, and media professionals. He earned his MBA from the University of Virginia-Colgate Darden School of Business, his MA in International Studies from the University of Virginia College of Arts and Sciences, and his BS in Economics from Washington University in St. Louis. Mr. Clark is a certified FINRA representative.

### Michael Hirsch, Managing Director | JEGI



Mr. Hirsch is a Managing Director with JEGI, focused on advising internet, digital media and software companies on mergers and acquisitions and private capital financings.

Prior to joining JEGI, Mr. Hirsch worked for Piper Jaffray, Jefferies, BMO Capital Markets and Merrill Lynch as an investment banker. His historical experience includes working across a variety of technology, media and telecom sub-sectors, and during the course of his career, Mr. Hirsch has advised his global clients on approximately \$8 billion of mergers and acquisitions and more than \$30 billion of public and private equity and debt financings. Prior to working as an investment banker, Mr. Hirsch worked for GE Capital in both corporate financial management and corporate development roles.

Mr. Hirsch received his BBA with Honors from The University of Massachusetts – Amherst and his MBA from The UCLA Anderson School of Management.

## Richard Mead, Managing Director | JEGI



As a Managing Director with JEGI, Mr. Mead represents B2B media, exhibitions and conferences, and information companies in an M&A advisory capacity. During his career, Mr. Mead has participated in more than 300 transactions of all sizes and complexities, including overseeing the successful completion of more than 150 JEGI transactions, comprising both M&A and financing assignments, since joining the firm in 1997.

Previously, Mr. Mead served as Senior Vice President at Dow Jones/Teleres, a commercial real estate database business. His publishing and financial industry experience includes serving as President and Chief Executive Officer of Black's Guide, Inc., Vice President of Finance of Advanstar Communications and an international M&A Partner at Ernst & Young in New York and KPMG in New York and London.

Educated and trained as a Chartered Accountant in the UK, Mr. Mead offers clients a broad cross-section of experience as a buyer, seller and advisor to public and private companies. Mr. Mead earned his BA with Honors in Economics and Accounting from the University of Bristol, UK and his MS in Management Science and Operational Research from the University of Warwick, UK. He is a Fellow of the Institute of Chartered Accountants in England and Wales, and a Liveryman of the Worshipful Company of Barber Surgeons in the City of London.

## Joseph Sanborn, Managing Director & Co-Head of Technology Banking | JEGI



Mr. Sanborn joined the firm in 2014 as a Managing Director and Co-Head of Technology Banking. He has extensive strategic advisory experience across mobile, software, financial technology and tech-enabled services, having established and built successful M&A practices at two other firms previously. With more than 20 years' investment banking experience, Mr. Sanborn has advised clients on numerous transactions, including mergers, acquisitions, divestitures, recapitalizations and strategic investments.

During his career, which began at J.P. Morgan, Mr. Sanborn has completed deals involving major corporations, such as Samsung, Research in Motion, Siemens, Xerox, First Data Corporation, Honeywell, VeriFone, DuPont and Merck, as well as a number of venture-backed and founder-owned companies. Most recently, Mr. Sanborn was Managing Director and Head of M&A at Rutberg & Company. Previously, he served as Managing Director and Co-Head of the Software, Internet and Services Group at SVB Alliant, an affiliate of Silicon Valley Bank. Prior to SVB, he led the technology services M&A practices at both Robertson Stephens and Jefferies & Company.

Before moving into finance, Mr. Sanborn served in the White House and the US Senate. He received his BS in Business Administration from Georgetown University and his Master's degree in Public Policy from Harvard University. In addition, Mr. Sanborn is a Trustee/Board Observer for the Massachusetts Technology Leadership Council, the region's leading technology association and network for technology executives, entrepreneurs and investors. He holds Series 24 and Series 7 registrations from FINRA.

### Kathleen Thomas, Managing Director | JEGI



Ms. Thomas joined JEGI as a Managing Director in 2017. She has over 20 years of experience specializing in mergers and acquisitions advisory across the business-to-business and consumer media, communications and marketing services sectors, with expertise in content and information, trade shows, conferences, digital media and marketing, and the outsourced services that support these businesses.

Prior to joining JEGI, Ms. Thomas served as a Managing Partner at Drake Star Partners (formerly Redwood Capital). Before that, she led the media and marketing services practice at Berkery Noyes for 12 years, and she previously served nine years at Veronis Suhler Stevenson. Ms. Thomas has been instrumental in the successful completion of more than 100 transactions, including deals involving Informa, Thomson Reuters, Euromoney, Wolters Kluwer, LexisNexis, Emerald Expositions, and many other prominent organizations.

Ms. Thomas received her BA in Architecture from the University of North Carolina at Charlotte and her MBA from Baruch College. She is a certified FINRA representative.

### James Nally, Director | JEGI



In his role as Director, Mr. Nally represents media, marketing, information and technology companies in mergers, acquisitions, divestitures and capital raises. Since joining JEGI in 2013, Mr. Nally has completed more than 25 transactions, including several of the firm's more complex deals, such as pre-packed mergers, cross-border sales and corporate divestitures, including several from Thomson Reuters and Reed Elsevier.

Prior to joining JEGI, Mr. Nally spent three years as an entrepreneur, investor and corporate advisor in the asset management and special situations arenas, including stints as interim management for middle-market businesses undergoing significant change. Before this, he spent three years as a Research Analyst at Argo Partners, a New York-based hedge fund specializing in special situations investing, after serving two years as an Analyst with Alliance Bernstein in their Performance and Risk Analytics group.

Mr. Nally received his BS in Aerospace Engineering with High Honors from Georgia Tech and his MBA from Columbia Business School. Mr. Nally is a certified FINRA representative.

### Adam Gross, Chief Marketing Officer | JEGI



As CMO, Mr. Gross leads the firm's marketing and business development efforts, and its international partnership initiatives. He is an integral part of JEGI's executive leadership team, focusing on strategizing the future direction of the firm, including identifying key growth drivers and target markets. Mr. Gross speaks at industry events and produces a wide array of conferences, research reports, newsletters and white papers.

Joining JEGI in 2000, Mr. Gross has more than 20 years' investment banking and advisory experience, completing mergers and acquisitions, divestitures, recapitalizations, debt and equity financings, valuations and strategic planning

projects. He leads JEGI's LP investment in Social Starts, an early stage fund focused on social, mobile, and Internet of things technology. He recently moderated several panel discussions on the Internet of Things.

Mr. Gross serves on the SIIA Connectiv Board of Directors, a leading association for the B2B media and information industry, the Board of Directors of Ventana 3D, a leading holographic technology company, and invests in an array of early-stage companies. He holds his MBA with Honors in Finance and Investments from the Zicklin School of Business at Baruch College, and his BA from the University of Wisconsin-Madison.

### **Bill Hitzig, Chief Operating Officer | JEGI**



Since joining JEGI in 1996, Mr. Hitzig has participated in hundreds of transactions. As COO, he oversees business operations and legal affairs, while also establishing and maintaining JEGI's best practices protocol and quality control guidelines. Mr. Hitzig also serves as Chief Compliance Officer for the firm's broker/dealer subsidiary, JEGI LLC.

Before joining JEGI, Mr. Hitzig had more than 20 years' experience in C-level marketing and management roles at B2B and B2C media and direct marketing companies, and a for-profit association. As an entrepreneur who has started companies in both the US and Latin America, Mr. Hitzig has been instrumental in refining JEGI's integrated approach to M&A advisory assignments and in developing dedicated research, documentation, and due-diligence support teams.

Mr. Hitzig has served as Group Vice President and General Manager of the Children's Television Workshop Publishing Group. Previously, he served as Vice President of Marketing for the Magazine Group of Whitney Communications Corporation and as President of Saltwater Farm, a direct marketing firm specializing in gourmet seafood.

Mr. Hitzig earned his MBA from Harvard Business School and his AB in English from Harvard University.

### **Doug Stowe, Executive Vice President, Professional Services Group | JEGI**



Mr. Stowe joined JEGI in 2016 as Executive Vice President of the Professional Services Group. He brings a unique combination of investment banking, direct investing and project management experience to the firm. He has worked with healthcare technology and technology-enabled services businesses for over 15 years as an investment banker, venture capitalist and entrepreneur.

Most recently, Mr. Stowe served as an Executive Director in the investment banking group at Oppenheimer & Co., where he spent eight years focused on team management and training, while also executing sell-side M&A transactions in the healthcare sector. As "staffer" for the healthcare group, he coordinated support team responsibilities, and managed recruiting and training for new hires.

Prior to joining Oppenheimer, Mr. Stowe worked for five years with CB Health Ventures, the venture capital affiliate of Cain Brothers investment bank, and its successor firm Health Enterprise Partners, a \$150 million private equity firm currently investing from its second fund. Prior to that, he was a Business Development Manager at Internet Business Group, a UK-based technology services and seed-stage investment company.

Mr. Stowe received his MBA from Columbia University and his AB from Bowdoin College, graduating cum laude. He is a certified FINRA representative.



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