



## **2018 JEGI MEDIA & TECHNOLOGY CONFERENCE**

Transformational Growth  
through Innovation + Change

January 18, 2018  
Time Warner Center, NYC

**#JEGICONF18**

2018 JEGI MEDIA & TECHNOLOGY CONFERENCE  
JANUARY 18, 2018, TIME WARNER CENTER, NYC

## WELCOME MESSAGE

#JEGICONF18



“  
**WE MAKE YOUR  
FUTURE SUCCESS  
OUR BUSINESS**”

Greetings,

Welcome to JEGI’s 14th Annual Media & Technology Conference, highlighting “Transformational Growth through Innovation + Change.” We are delighted that you could join us for this noteworthy event, bringing together a high-level audience of more than 500 senior executives from across the global media, information, marketing, software and tech-enabled services sectors.

JEGI has assembled an impressive roster of A-list speakers for today’s program, and they will share their insights on how to stay ahead of the fast-paced and rapidly changing landscape among the core industries we serve. Companies leading these markets continue to innovate and transform their business models to stay on top of the rapidly increasing use of technology, and are looking to M&A to help drive growth and enhance their product and service offerings. We look forward to hearing from many of these companies this afternoon.

Our goal today is to present new ideas, opportunities and perspectives for decision-makers to think about in the context of their business models, while also allowing time for networking among our audience of senior executives and investors. In the end, we hope you come away from the event with at least three compelling ideas to take back to your office, as well as several new contacts to re-connect with in the days and weeks ahead.

As always, we are extremely grateful for the wonderful support of our world-class sponsors, including: BDO; The Boston Consulting Group; Capital One; Intralinks; Koller Search Partners; Morgan Lewis; and our latest sponsor, Oracle + NetSuite. We would also like to thank the speakers and panelists for contributing their time and effort to our program.

We are pleased that you could join us today and hope you have time to connect with at least one of JEGI’s leaders while you are here.

Sincerely,

A handwritten signature in black ink that reads "Wilma H. Jordan". The signature is written in a cursive, flowing style.

**Wilma H. Jordan**  
Founder & CEO  
JEGI

# AGENDA

#JEGICONF18

---

11:30am	<b>Registration and Lunch Served</b>
11:55am – 12:00pm	<b>Opening Remarks</b> Wilma Jordan, Founder & CEO   JEGI
12:00pm – 12:40pm	<b>JEGI Sector Insights</b> Tolman Geffs, Co-President   JEGI Amir Akhavan, Managing Director   JEGI Sam Barthelme, Managing Director   JEGI David Clark, Managing Director   JEGI Michael Hirsch, Managing Director   JEGI Joseph Sanborn, Managing Director & Co-Head of Technology Banking   JEGI Kathleen Thomas, Managing Director   JEGI
12:40pm – 1:10pm	<b>Opening Keynote Fireside Chat</b> <b>Moderator</b> John Rose, Senior Partner & Managing Director   Boston Consulting Group <b>Keynote</b> S. Sampath, Global Head of Products & Solutions   Verizon
1:10pm – 1:45pm	<b>Expanding Internationally: A European Perspective</b> <b>Moderator</b> Marcus Anselm, Partner   Clarity <b>Panelists</b> Gerry Sutton, Chief Executive Officer   Adstream Neil Thackray, Co-Founder   Briefing Media Tilman Au, Co-CEO   Diva-e Wesley ter Haar, Founder   MediaMonks
1:45pm – 2:00pm	<b>Major Legal Trends for 2018</b> Robert Dickey, Partner   Morgan Lewis
2:00pm – 2:30pm	<b>Break</b>
2:30pm – 3:00pm	<b>Mid-Day Keynote Fireside Chat</b> <b>Moderator</b> Tolman Geffs, Co-President   JEGI <b>Keynote</b> Clare Hart, Chief Executive Officer   Sterling Talent Solutions

---

## AGENDA

#JEGICONF18

---

3:00pm – 3:35pm	<b>The Two-Front War for Talent: Technology vs. Humans in HCM</b> <b>Moderator</b> Jeff Becker, Managing Director & Co-Head of Technology Banking   JEGI <b>Panelists</b> Jason Corsello, SVP, Strategy and Corporate Development   Cornerstone OnDemand Susan Haberman, Senior Partner & US Career Business Leader   Mercer Kathryn Minshew, Founder & CEO   The Muse Scot Melland, Industry Advisor   Warburg Pincus
3:35pm – 4:00pm	<b>How Marketing Services are Transforming for the Future</b> <b>Speaker</b> Rishad Tobaccowala, Chief Growth Officer   Publicis Groupe
4:00pm – 4:25pm	<b>Facts, not Fiction: Meeting the Real Cyber Security Threat</b> <b>Speaker</b> Myke Cole, Cyber Threat Intelligence Analyst   NYPD
4:25pm – 5:00pm	<b>Investors Speak: Key Areas of Focus for M&amp;A</b> <b>Moderator</b> Adam Gross, Chief Marketing Officer   JEGI <b>Panelists</b> Dean Jacobson, Managing Director   Accel-KKR Ray Shu, Managing Director & Head of Originations, TMT   Capital One Scott Pasquini, Managing Director   Madison Dearborn Partners Andrew Cozewith, Managing Director, Media Practice Leader   Monroe Capital
5:00pm – 5:30pm	<b>Closing Keynote Fireside Chat</b> <b>Moderator</b> Wilma Jordan, Founder & CEO   JEGI <b>Keynote</b> Jim McGeever, Executive Vice President   Oracle NetSuite Global Business Unit
5:30pm – 7:00pm	<b>Closing Remarks and After Party</b> <i>Featuring the Nikhil P. Yerawadekar Trio</i>

---

To view the biographies of today's speakers, please visit:  
[www.jegi.com/resources/2018-jegi-media-technology-conference](http://www.jegi.com/resources/2018-jegi-media-technology-conference)

## SPONSORS

#JEGICONF18



**Demetrios Frangiskatos**  
Managing Partner,  
Greater New York Assurance  
dfrangiskatos@bdo.com  
+1 212 885 7397  
www.bdo.com

BDO has deep experience working with a wide range of companies in the media industry—from leading marketing agencies, digital media companies, publishers, broadcasters, movie studios, gaming companies and content providers, to pioneering entrepreneurs. We support growth by advising on critical business issues tailored to each client's unique needs and challenges. Our value-added services include tax, audit, research and development tax credits, M&A support, valuation and other advisory services specific to the media industry.

BDO serves clients through more than 60 offices and over 500 independent alliance firm locations nationwide. As an independent Member Firm of BDO International Limited, BDO serves multi-national clients through a global network of more than 1,400 offices across 158 countries.



THE BOSTON CONSULTING GROUP

**John Rose**  
Senior Partner & Managing Director  
rose.john@bcg.com  
+1 212 446 2616  
www.bcg.com

The Boston Consulting Group (BCG) is a global management consulting firm and the world's leading advisor on business strategy. BCG partners with clients in all sectors and regions to identify their highest-value opportunities, address their most critical challenges, and transform their businesses.

BCG's customized approach combines deep insight into the dynamics of companies and markets with close collaboration at all levels of the client organization. This ensures that our clients achieve sustainable competitive advantage, build more capable organizations, and secure lasting results. Founded in 1963, BCG is a private company with over 80 offices in 46 countries.



**Ray Shu**  
Managing Director & Group Head  
ray.shu@capitalone.com  
+1 770 246 8520  
www.capitalone.com

Capital One's Technology, Media and Telecom (TMT) business is a leading provider of senior financing solutions for companies in a broad array of subsectors within the TMT space. For more than 17 years, our team of dedicated TMT professionals has helped corporate and private equity sponsor clients in transactions including leveraged buyouts, recapitalizations, bolt-on acquisitions and growth capital.

Capital One, N.A. is a Top 10 U.S. bank, with the strength and stability to meet the needs of your business. Our Commercial Banking group services a \$65 billion loan portfolio and more than 6,100 clients. When you work with Capital One, you work with a team of experts who understands the full needs of your business. We offer a broad array of products and services—from financing to investment and cash management solutions—ensuring you get a financial strategy tailored to your specific needs.

## SPONSORS

#JEGICONF18



**Jack Newton**  
Vice President, Sales  
jnewton@intralinks.com  
+1 212 543 7994  
www.intralinks.com

Intralinks provides secure collaboration software and secure online document sharing solutions that enable enterprise collaboration across organizational, corporate and geographical boundaries. Intralinks' secure platform provides tools for file sync and secure file sharing, collaborative workspaces and virtual data room (VDR) solutions. As a leading virtual data room company, Intralinks' VDR solution allows companies to securely share and manage sensitive documents for due diligence in M&A. Intralinks secure collaboration platform also provides solutions for legal document management, capital raising, customer managed keys, clinical trial remote monitoring, regulatory risk management and many other applications in a wide variety of industries.



**Edward Koller III**  
Managing Partner  
erkoller3@kollersearch.com  
+1 212 763 1523  
www.kollersearch.com

Koller Search Partners (formerly the Howard-Sloan-Koller Group) is the trusted retained executive search partner for companies looking to build winning leadership teams within the digital, technology, media, information/data, and advertising industries.

We are a full-service boutique firm with a highly-focused, proactive approach, providing both a national and global presence. We are experts in our industries and serve as the go-to, trusted career advisor for top leadership talent. We deliver unsurpassed results and have completed more than 2,000 executive-level searches, with a 90% completion rate. We find the right hire and Deliver Leaders to our clients, and we have done it successfully for 25 years.

## Morgan Lewis

**Charlie Engros**  
Partner, Global Leader of  
Corporate & Business Transactions  
cengros@morganlewis.com  
+1 212 309 6000  
www.morganlewis.com

Morgan Lewis provides comprehensive corporate, finance, restructuring, litigation, employment and benefits, and intellectual property services in all major industries, helping clients address and anticipate challenges across vast and rapidly changing landscapes. We work with clients ranging from established, global Fortune 100 companies to enterprising startups and we approach every representation with an equal commitment to first understanding, and then efficiently and effectively advancing, the interests of our clients and arriving at the best results.

Founded in 1873, Morgan Lewis offers more than 2,200 legal professionals, including lawyers, patent agents, employee benefits advisers, regulatory scientists, and other specialists —in 30 offices across North America, Asia, Europe, and the Middle East. The firm is unified in its long-held service philosophy that every action of its attorneys, in every representation, is driven first and foremost by achieving the immediate and long-term business goals of each client.

## ORACLE® + NETSUITE

**Chris Schafer**  
Partner, Director of Sales  
cschafer@netsuite.com  
+1 650 627 1000  
www.netsuite.com

Oracle NetSuite Global Business Unit is the industry's leading provider of cloud-based business management software. NetSuite provides a unique suite for each of the industries it supports, and is focused on building specific solutions for growing agencies and media businesses in 2018. NetSuite helps companies manage core business processes with a single, unified suite covering financials / Enterprise Resource Planning (ERP), CRM, project management, resource allocation and more.

In 1998, NetSuite pioneered the Cloud Computing revolution, establishing the world's first company dedicated to delivering business applications over the Internet. Today, NetSuite provides a suite of cloud-based financials / ERP and omnichannel commerce software that runs the business of more than 40,000 companies, organizations, and subsidiaries in more than 100 countries. Oracle acquired NetSuite in November 2016.

## RECENT TRANSACTIONS

#JEGICONF18

### About JEGI

JEGI has been the leading independent investment bank for the global media, information, marketing, software and tech-enabled services sectors since 1987. Headquartered in North America, with offices in New York City and Boston, as well as London and Sydney (through its partnership with **CLARITY**), JEGI has completed more than 650 high-profile M&A and financing transactions, serving global corporations; middle-market and emerging companies; entrepreneurial owners and founders; and private equity and venture capital firms. For more information, visit [www.jegi.com](http://www.jegi.com).

Hargrove  
EXPERIENCE

HAS BEEN SOLD TO

PSAV

Hargrove is a leading experiential events and exhibitions production company.

January 2018

Connecting Point  
MARKETING GROUP

HAS BEEN SOLD TO

EMERALD  
EXPOSITIONS

Connecting Point is a leading organizer of senior executive level, highly-curated hosted buyer events.

November 2017

DMGT  
HAS SOLD

HOBSONS

SOLUTIONS

TO

QS

AN INVESTMENT OF

MITSUI & CO.

Hobsons Solutions is the leading provider of international enrollment management solutions to universities worldwide.

October 2017

DMGT  
HOBSONS

HAS SOLD ADMISSIONS CRM  
SOFTWARE BUSINESS TO

CAMPUS  
MANAGEMENT

A PORTFOLIO COMPANY OF

LEEDS | Equity Partners

Hobsons' Admissions is a leading supplier of CRM & application management software to higher education institutions.

September 2017

MARKETCAST

A PORTFOLIO  
COMPANY OF

KOHLBERG  
& COMPANY

HAS ACQUIRED

fizziology

Fizziology is a leading social insights and analytics company in the media and entertainment sector.

August 2017

WYNDHAM  
Jade

HAS BEEN SOLD TO

mci

Wyndham Jade is a leading event technology and travel management company.

August 2017

AlliedPRA

A PORTFOLIO  
COMPANY OF

corecapital

HAS BEEN SOLD TO

CI  
CAPITAL  
PARTNERS

AlliedPRA is the largest destination management company in the U.S.

August 2017

Racing Daily Form  
DRF.com

HAS BEEN SOLD TO

Z CAPITAL PARTNERS

Daily Racing Form is a leading provider of data and intelligence for the horse racing industry.

July 2017

# RECENT TRANSACTIONS

#JEGICONF18

**MFV**  
expositions

HAS BEEN SOLD TO

COMEXPOSIUM

MFV Group is a leading global event organizer for the franchise industry.

July 2017

**THEATERMANIA**

HAS BEEN SOLD TO

AudienceView

A PORTFOLIO COMPANY OF

RUBICON

TheaterMania is a leading SaaS provider of ticketing and related digital media offerings for the entertainment industry.

July 2017

**BECKER'S HEALTHCARE**

RECAPITALIZED BY

PAMLICO CAPITAL

Becker's Healthcare is a leading source of cutting-edge business information for healthcare industry leaders.

July 2017

ad  
exchanger

HAS BEEN SOLD TO

Access Intelligence

AdExchanger is a leading integrated media and events company with highly acclaimed conferences and media offerings.

June 2017

HGGC

HAS ACQUIRED

etouches

etouches is a leading provider of cloud event management software and venue sourcing.

May 2017

Health 2.0

HAS SOLD EVENT ASSETS TO

HIMSS

Health 2.0 is a leading provider of healthcare technology conferences.

April 2017

Entrada

HAS BEEN SOLD TO

NEXTGEN<sup>®</sup> HEALTHCARE

A SUBSIDIARY OF

QSI

Entrada is a leading provider of integrated mobile solutions that improve healthcare efficiencies and outcomes.

April 2017

ACTIVE INTEREST MEDIA

A PORTFOLIO COMPANY OF

WIND POINT PARTNERS

HAS SOLD

YACHTING PROMOTIONS INC. DBA SHOW MANAGEMENT

TO

informa

Yachting Promotions is a leading operator of the largest yachting and boat shows in the U.S.

March 2017

dun & bradstreet

HAS ACQUIRED

AVENTION

A PORTFOLIO COMPANY OF

GTCR

Avention is a leading business intelligence and software platform for sales acceleration.

January 2017

FRAMESTORE

HAS SOLD A 75% STAKE TO

A CONSORTIUM OF CHINESE INVESTORS LED BY

CIH 文投控股股份有限公司 Cultural Investment Holdings Co., Ltd.

Framestore is a leading global VFX and CG content production company.

January 2017

BLR

A PORTFOLIO COMPANY OF

RESOLUTE CAPITAL PARTNERS + NORTHCREEK

HAS BEEN SOLD TO

LEEDS | Equity Partners

BLR is a leading provider of governance, risk and compliance information to the healthcare and HCM sectors.

December 2016

db DECISIONHEALTH<sup>®</sup>

Argosy CCM

PORTFOLIO COMPANIES OF

ucg

HAVE BEEN SOLD TO

LEEDS | Equity Partners

Leading providers of governance, risk and compliance information to the healthcare, financial and telecom sectors.

December 2016

2018 JEGI MEDIA & TECHNOLOGY CONFERENCE  
JANUARY 18, 2018, TIME WARNER CENTER, NYC

## JEGI TEAM

#JEGICONF18



**WILMA JORDAN**  
Founder & CEO  
wilmaj@jegi.com



**TOLMAN GEFFS**  
Co-President  
tolmang@jegi.com



**AMIR AKHAVAN**  
Managing Director  
amira@jegi.com



**SAM BARTHELME**  
Managing Director  
samb@jegi.com



**JEFF BECKER**  
Managing Director  
& Co-Head of  
Technology Banking  
jeffb@jegi.com



**DAVID CLARK**  
Managing Director  
davidc@jegi.com



**MICHAEL HIRSCH**  
Managing Director  
michaelh@jegi.com



**RICHARD MEAD**  
Managing Director  
richardm@jegi.com



**JOSEPH SANBORN**  
Managing Director  
& Co-Head of  
Technology Banking  
josephs@jegi.com



**KATHLEEN THOMAS**  
Managing Director  
kathleent@jegi.com



**JAMES NALLY**  
Director  
jamesn@jegi.com



**ADAM GROSS**  
Chief Marketing Officer  
adamg@jegi.com



**BILL HITZIG**  
Chief Operating Officer  
billh@jegi.com



**DOUG STOWE**  
Executive Vice  
President, Professional  
Services Group  
dougs@jegi.com







**JEGi**

**NEW YORK**

150 East 52nd Street, 18th Floor  
New York, NY 10022  
+1 212 754 0710

**BOSTON**

One Liberty Square, 11th Floor  
Boston, MA 02109  
+1 617 294 6555

**LONDON**

90 Long Acre  
London WC2E 9RA  
+44 20 3402 4900

**SYDNEY**

100 Barangaroo Avenue  
Sydney, NSW 2000  
+61 2 8046 6840