

Invite you to join us for the

2012 IT/PROFESSIONAL SERVICES & OUTSOURCING SUMMIT

March 29, 2012
10:00 am to 5:00 pm
Cocktail Reception Following
Seaport World Trade Center
Boston, Massachusetts

WHO ATTENDS

- CEOs, owners, and C-level executives of mid-market IT/Professional Services & Outsourcing Firms
- Private equity investors
- Executives from major IT Services firms

AGENDA

- Perspective from the C-Suite: Opportunities and Challenges Facing IT/Professional Services & Outsourcing Firms in the Post-Recessionary Environment
- Hot Sectors: Managed Services, Healthcare IT, SaaS/Cloud and Social Media/Mobility
- The ABCs of Private Equity Groups Investing in Services Firms
- Entrepreneur Successorship: The Organization, Market & Cultural Challenges of Taking the Reins from Founders

REGISTER

by February 27, 2012
kclarke@childsap.com
or call 770.738.2563

ROOMS AVAILABLE

at the Boston Seaport Hotel.
Book by February 27, 2012
using the code "IT Summit"
for a special rate of \$259.
For reservations call 617.385.4514



Agenda

9:15 am—9:45 am	Registration
9:45 am—10:15 am	Introduction Overview of Sponsors IT/Professional Services Market Update (CHILDS)
10:30 am—11:00 am	Keynote Speaker Malcolm Frank (<i>Chief Strategy Officer, Cognizant Technology Solutions Corp.</i>)
11:15 am—12:15 pm	Perspective from the C-Suite: Opportunities and Challenges Facing Professional Services & Outsourcing Firms in the Post-Recessionary Environment Panelists to be confirmed
12:15 pm—1:00 pm	Lunch & Networking
1:15 pm—2:15 pm	Hot Sectors Bruce Cerullo (<i>Former Chairman & CEO, Vitalize Consulting Solutions</i>) Tim Hannibal (<i>CEO, VaultLogix</i>) Simon Khalaf (<i>CEO & President, Flurry</i>) Narinder Singh (<i>Co-Founder & Chief Strategy Officer, Appirio</i>)
2:30 pm—3:30 pm	The ABCs of Private Equity Groups Investing in Services Firms Rahul Vinnakota (<i>Principal, Tailwind Capital</i>) Matt Carroll (<i>Partner, WestView Capital Partners</i>) Murray Rudin (<i>Managing Director, Riordan, Lewis & Haden</i>) Gavin Bates (<i>Principal, Caltius Capital Management</i>) Jim Lewis (<i>Managing Partner, Cumberland Consulting Group</i>)
3:45 pm —4:45 pm	Entrepreneurial Successorship: The Organization, Market & Cultural Challenges of Taking the Reins from Founders Peter Masanotti (<i>CEO & President, US Investigations Services</i>) Lloyd Wirshba (<i>Former CEO, Affinion</i>)
5:00 pm—6:30 pm	Networking Reception

Gavin Bates

*Principal
Caltius Capital Management*



Gavin will provide insight into the range of capital solutions available for privately held businesses, whether they are seeking ownership liquidity, growth capital or acquisition financing.

At Caltius, he is responsible for sourcing, negotiating and managing investments across a range of middle market service companies. His 15+ years of experience cover all aspects of the private capital markets, including senior debt, mezzanine and private equity capital.

Caltius Mezzanine is investing out of its fourth fund, with in excess of \$500 million in committed capital. Since its founding in 1997, Caltius had invested over \$750 million in more than 50 companies, including the Monitor Group (strategy consulting), Health Plan Services (benefits administration), Pearl Meyer & Partners (compensation consulting), Insight Global (IT staffing), SM&A (defense consulting), UHY (accounting and advisory), Select Rehab (specialty staffing) and HSS (specialty staffing).

Matt Carroll

*General Partner
WestView Capital*



Prior to joining WestView Capital Partners at its inception, Matt was Vice President of Corporate Development for LogistiCare, a leading provider of outsourced medical transportation logistics services. During his tenure, the company's revenue grew from \$40 million to greater than \$200 million, at which point LogistiCare was recapitalized by Charterhouse Group and Summit Partners. Previously, he served as an Associate at Triumph Capital Group, a Boston-based private equity firm with more than \$1 billion of capital under management. While at Triumph, Matt invested in middle-market healthcare services, business services and communications companies and served on several Boards of Directors, including LogistiCare. He previously was an analyst with the Acquisition/Private Capital Group at Dean Witter Reynolds, Inc. where he completed numerous private equity, mezzanine and senior debt financings.

Matt received his B.S. degree in Finance magna cum laude from Boston College.

Bruce Cerullo

CEO

Vitalize Consulting Solutions (VCS)

Bruce Cerullo is the former Chairman and CEO of Vitalize Consulting Solutions, which was sold to SAIC in August of 2011. He came to VCS with the acquisition of Lucida Staffing Group, where he served as the chairman of the nationwide healthcare staffing organization. He also serves as a Venture Partner with SV Life Sciences (SVLS), a Boston-based private equity firm.

Prior to joining SVLS, Bruce was the Chairman of the Board of Cross Country, Inc. (NASDAQ: CCRN), a leading provider of healthcare staffing. Before that, he was the CEO of TravCorps, which merged with Cross Country in 1999. He has also held leadership positions with Fitcorp Healthcare Centers, SportsMedicine Systems and North Suburban Health Systems.

Bruce received his MS from Pennsylvania State University, and his BS from the University of New Hampshire. He is a board member and fund raiser with numerous non-profits and resides in Wakefield, MA with his wife, two college age children and two step-daughters.

Jim Childs

*Managing Director
CHILDS Advisory Partners*



Jim Childs founded CHILDS Advisory Partners in 2006 to advise business and technology services companies raising capital, executing mergers and acquisitions, and developing strategic plans. Jim has a passion for advising high growth firms and has advised on transactions totaling more than \$4 billion.

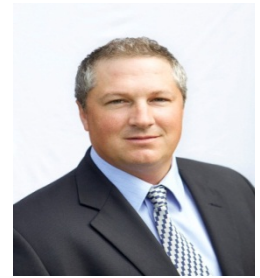
Prior to founding CHILDS, Jim was CEO and co-founder of Impact Innovations, a \$100 million IT services provider. Under Jim's leadership the company raised more than \$30 million in capital and grew to more than 700 employees nationwide prior to its sale in 2004. Backed by Cravey, Green and Wahlen and Allied Capital, Impact became a premier IT services firm in the Southeast serving both federal and commercial clients.

In the mid-1990s, Jim served as vice president of investment banking at Robinson Humphrey, a division of Salomon Smith Barney. Jim led more than 30 M&A transactions and capital raises for private and public companies, focusing on middle-market services firms as part of the business services practice at RH.

Jim started his career at Arthur Andersen in Atlanta. He graduated from Harvard Business School in 1995 and from the University of Georgia in 1990, where he was a member of the 1987 NCAA champion tennis team.

Don Holbrook

*Director
CHILDS Advisory Partners*



Don Holbrook has more than 17 years of investment banking experience focused primarily on technology and IT services. As a director, he manages CHILDS Advisory Partners' Los Angeles office, where he provides transaction advice and execution to high growth IT and professional services companies. Don has successfully led more than 40 M&A transactions.

Prior to joining CHILDS, Don was a managing director at DecisionPoint with responsibility for the firm's West Coast office. With an extensive background in technology mergers and acquisitions, Don has worked with a variety of differentiated companies, including MyIT Group, E2E Consulting, Visionary Integration Professionals, ITResources and Saratoga Systems, helping them achieve their strategic goals.

Previously, Don was with Stanford Keene, a middle-market investment banking firm, where he focused on M&A transaction advisory services for technology clients.

Don holds a B.S. in business from Roger Williams University and an M.B.A. from the McColl School of Business at Queens University of Charlotte, N.C.

Jim Lewis

*Managing Partner
Cumberland Consulting Group*



Jim Lewis is Managing Partner and CEO of Cumberland Consulting Group. He has 26 years of consulting experience and over 30 years of technology implementation experience. In addition to his company management responsibilities, he provides leadership and counsel to Cumberland's sales and delivery teams. Prior to founding Cumberland, he was a Partner with Ernst & Young and a Vice President with CapGemini Ernst & Young for 14 years. He is 54 years old and lives in Nashville.

During his consulting career, Jim has been a specialist in the design, development and implementation of various technology solutions, including healthcare, order management, distribution and manufacturing business initiatives. He combines a solid technology background with substantial experience with business process re-engineering and other business change projects. He has directed teams of over 300 people and has substantial experience with large, complex systems development and implementation projects. He is a certified Project Management Professional.

Jim also has significant international consulting experience. In the mid-1990s, he participated in the organization of Ernst & Young's pan-European consulting practice and managed the group's largest systems implementation project. He lived and worked in France and the UK for four years. In 2003, he played a key role in CapGemini's largest outsourcing win with an agency of the British government.

Jim started his career with Deere & Company, where he was involved with custom systems development projects dealing with order processing, warehouse management, and purchasing. He holds a B.B.A. degree in Management Information Systems from the University of Iowa.

Adam Prager

*Managing Partner
CTPartners*



Adam J. Prager is Managing Partner of the Global Professional Services Practice with CTPartners. He is known for being an astute judge of talent and character, and supports quick and accurate judgments with comprehensive assessments based on empirical data. Adam's thorough attention to each placement ensures that his clients will hire the right, rather than merely the most expedient, candidates. This care, plus Adam's continuous, consistent and candid communication with clients and candidates alike, has remained a constant throughout his thirteen-year CTPartners tenure and nearly two decades of overall experience in the retained search field; it has generated more than 250 placements and a multitude of long-term, trusted client relationships.

Adam's client roster spans several segments of the professional services arena including Consulting & Advisory, Outsourcing and Business/Information/Marketing Services; he offers specific depth in the Life Sciences and Financial Services verticals. While he typically leads senior level General Management, Practice Leadership and Partner engagements, he is also accomplished in executing significant hiring programs across various seniority bands, industries, competencies and geographic regions. In recent years, Adam has co-led global relationships with the \$50B+ services arm of a Fortune 10 corporation, a \$20B advisory firm and a \$6B+, F500 IT Services, Consulting & BPO provider.

A Partner since 2004 and Practice Leader since 2008, Adam has helped cement the firm's standing as the retained search industry's leading Professional Services practice. He plays an active role in enhancing global client partnerships, deploying innovative solutions and in cultivating best practices. In addition, as a member of the firm's Executive and Operating Committees, Adam has been a willing contributor to CTPartners' growth into the retained search industry's quality leader. He has played an active role in developing differentiated capabilities and processes, including ClientNet® (password protected extranet providing clients 24/7 access to search status) and the 40 Day Audit check-up; he also served on the firm's Partner promotion panel.

Prior to joining CTPartners, Adam led the transportation, distribution and logistics practice of Martin H. Bauman Associates, a leading boutique search firm. Adam is a graduate of New York University and has two precocious pre-teens.

Murray Rudin

*Managing Director
Riordan, Lewis & Haden Equity Partners*



Murray E. Rudin is a General Partner of Riordan, Lewis & Haden, a leading private equity firm focused on high-growth middle market enterprises. He has been a director of ten RLH portfolio companies that span a broad range of sectors including IT services, health care, distribution, and business services outsourcing. He is active in all phases of the private equity process, including sourcing, evaluating, and structuring new investments as well as assisting portfolio companies with the opportunities and challenges of growth.

Mr. Rudin holds a B.S. in electrical engineering from the University of Rochester and a J.D. from Harvard Law School. He is a member of the Board of the Forum for Corporate Directors and the Trustees' Visiting Committee of the University of Rochester School of Engineering and Applied Science. He has previously been Vice Chair of the Board of Directors of the Discovery Science Center, a member of the Board of Counselors of Chapman University, and a Director of the Orange County chapter of the Association for Corporate Growth.

Jimmy Secretarski

*Director
CHILDS Advisory Partners*



Jimmy Secretarski has over 14 years of investment banking experience and has been with CHILDS Advisory Partners since early 2009. He helps to lead the IT and professional services team and manages the firm's relationships with senior and mezzanine/subordinated lenders.

Jimmy has completed mergers, acquisitions, leveraged buyouts, private debt and equity capital raises, as well as public securities offerings, totaling more than \$3 billion in value for clients throughout his career. While IT and professional services are his primary focus, he also has experience in industries such as education, media/telecom and healthcare. Current and former clients include companies such as FineLine Technologies, Optimal Solutions, The Princeton Review, SciQuest, VCG and The Johnsson Group.

Prior to joining CHILDS, Jimmy was a vice president in the investment banking group at Morgan Keegan & Company. He helped open the Atlanta office in 2005 and grew the team to nearly 30 professionals during his tenure. Previously, he worked as an investment banker with J.P. Morgan and Jefferies in New York City and Atlanta. Jimmy began his career as a financial analyst at PaineWebber (UBS).

Jimmy graduated magna cum laude with a B.S. in finance from Siena College in Loudonville, N.Y.

Narinder Singh

*Chief Strategy Officer & Board of Directors
Appirio*



As Chief Strategy Officer at Appirio, Narinder is responsible for overseeing the company's strategy and marketing. A co-founder of Appirio, Narinder brings more than 15 years of software and business innovation experience and plays a key role in keeping Appirio at the forefront of cloud computing.

Prior to Appirio, Narinder worked at SAP in the Office of the CEO as a part of the Corporate Strategy Group. Working with the management board and other executives, Narinder led initiatives on sales, maintenance and competitive strategies, as well as potential business and technology disruptions, including software on demand.

Prior to SAP, Narinder managed R&D, sales and marketing activity as vice president and general manager of webMethods (WEBM) workflow business unit. Narinder previously led R&D for the company's business process management (BPM), workflow, B2B and industry products. He joined webMethods in 1998 as one of its first forty employees, and subsequently founded webMethods' Trading Networks product, the most successful add-on product in the company's history.

Narinder began his career with Accenture at its Center for Strategic Technology working on leading edge initiatives for Fortune 500 companies. He pioneered early efforts to internet-enable business applications (SAP and Peoplesoft) at companies such as Motorola, Bell Atlantic and Autodesk.

He holds a Bachelor of Science from Northwestern University and an MBA from the Wharton School. Narinder also has worked with several non-profits on their development and supports a number of causes including Room to Read, Worldvision, and Ensaaf. He also works closely through Appirio's Silver Lining program with Architecture for Humanity and has served on the board of the Sikh Coalition since its inception in 2001.

Rahul Vinnakota

*Principal
Tailwind Capital*



Rahul Vinnakota is a Principal at Tailwind Capital. Tailwind is an investment firm focused on recapitalization, leveraged buyout and growth equity transactions in the business services and healthcare. Mr. Vinnakota is responsible for sourcing, executing and monitoring investments in the business services sector.

Before joining Tailwind in 2007, Mr. Vinnakota was an Senior Associate at First Atlantic Capital where he was involved with the analysis and execution of middle market private equity investments. Prior to that, Mr. Vinnakota worked as an investment banker at J.P. Morgan and Brown Brothers Harriman.

Mr. Vinnakota received an AB in Economics from Duke University and he earned an MBA from Harvard Business School. Mr. Vinnakota serves on the Board of Directors of Apex Companies and Cumberland Consulting Group and is also active in managing Optimal Solutions Integration and TowerCo.