

Special Update: IT Services & Outsourcing Summit

December 2009

CHILDS, along with CTPartners, hosted its first annual IT Services & Outsourcing Summit on November 5th in Atlanta. The forum was targeted at owners and C-level executives of high growth IT consulting firms and private equity investors. The conference had approximately 100 attendees and received great feedback. Below is a snapshot of the one-day event.

IT Services Execs, Investors Gather at CHILDS Summit

Approximately 100 IT services executives and private equity investment professionals shared contacts, valuable experience and lessons learned at the first annual CHILDS/CTPartners IT Services & Outsourcing Summit at the Ritz-Carlton Buckhead on Thursday, November 5, 2009.

Views from the top:

The opening panel, "A View From the Top," featured Peter Allen, Group President for CSC's Managed Services Business, Mike Garber, former Cognizant Executive, and William Bangert, Executive Vice President of TeleTech, who provided their views of cloud computing and the changing landscape in IT Services.

"IT firm owners need to be on the lookout for 'non-linear' players," said Bangert, relating how a large financial services firm entertained proposals from several traditional companies including IBM, only to end up hiring Google. "Know your niche and segment," he told the group, "Including middle market providers. The mistake is to just see the large client."

Healthcare IT:

The rapidly-expanding Healthcare IT segment was the focus of the second panel discussion, as seasoned industry leaders spoke of opportunities and challenges ahead. Chris Harding, President and CEO of Concordant, has been on the front lines of bringing innovation to physician practices. "Only 17 percent of doctors nationally use electronic medical records," he said, noting the wide avenue for growth in this field.

Growth firms: CEO lessons learned

The final panel discussed the pros and cons of taking outside investment dollars to grow IT Services firms. "Have a management team in place, make sure you are building a company that can run without you and be a niche solutions provider as opposed to a general service provider," were some of the tips offered by Peter Casella, Vice President of private equity firm FTV Capital.

Jonna Ward, CEO and President of Visionary Integration Professionals, a high growth IT services company, contrasted the way she decided to grow her

Snapshot Agenda

Views from the top: what C-level execs are seeing in the market

Panelists:

- Peter Allen, Group President, CSC Managed Services
- William Bangert, Executive Vice President, TeleTech
- Mike Garber, Former Vice President, Cognizant and Former President, Birlasoft

Healthcare IT: potentially IT's hottest segment; can you capitalize?

Panelists:

- Glen Tobbin, Former COO, Cerner
- Chris Harding, President & CEO, Concordant
- Kevin Smith, Managing Director for Healthcare Provider Consulting, Dell

Panel: taking your business to the next level: CEO lessons learned

Panelists:

- Scott Walker, CEO & Co-founder, Ironworks
- Jonna Ward, President & CEO, Visionary Integration Professionals
- Peter Casella, Vice President, FTV Capital

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company with equity investors, with that of fellow panelist Scott Walker, CEO and Co-Founder of Ironworks Consulting. “When we were where Scott is now, one of the biggest challenges was how to take our culture where leadership may not be present.”

The day concluded with a networking cocktail hour. Jess Scheer from Consulting Magazine called the event “very successful.” Jim Childs, Managing Partner of CHILDS, commented, “Our goal was to bring together like-minded executives of premier firms in the IT Services and Outsourcing space and share ideas and research to make each person’s business more successful. I think we achieved our goal and hope to make this an annual event.”

By Amy Bonesteel

About CHILDS Advisory Partners

CHILDS Advisory Partners provides investment banking and strategic consulting services to growing services companies globally. We have assembled a team of experienced professionals that has both industry and transaction advisory experience to assist company owners in creating and realizing maximum value for their businesses. Collectively, our Partners have executed over 150 transactions in the sector totaling over \$9 billion.

What We Do

Sell-side Advisory: When you desire to sell or merge your business we help you prepare, position and execute the process with confidentiality and speed to obtain maximum results.

Buy-side Assistance: CHILDS can help you source deals, qualify them and negotiate them. Our sourcing “engine”, market knowledge and experience in creative deal structures will ensure that you see as many deals as possible and have the ability to get them done.

Debt/Equity Financing & Restructuring: We advise companies seeking equity or debt capital for growth, recapitalization or restructuring. We can also help with buyouts of partners or other key transactions. CHILDS can help you negotiate with your existing lenders to renew or restructure debt facilities. If needed, we can tap our many banking relationships to solicit and negotiate term sheets with other potential lenders as well.

Strategic Consulting and Valuation: Our Roadmap Process brings an objective and disciplined methodology to help your team develop a winning plan for short-term performance and long-term value creation. Our Strategic Alternatives Assessment project provides insight to the options available for company owners to maximize value and liquidity. Finally, we provide valuations as needed for private companies.

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Selected CHILDS Transactions


has been acquired by

 September 2009


has been acquired by



 September 2009


Finance & Accounting
has been acquired by

 August 2009



has been acquired by

 May 2009


has been recapitalized by

 January 2009


has been acquired by

 December 2008


has been acquired by

 September 2008


has been acquired by

 September 2008


has been acquired by

 July 2008


has been acquired by

 June 2008


has been acquired by

 May 2008


has been acquired by



 October 2007


has been acquired by

 July 2007


has been acquired by

 December 2006


has been acquired by

 December 2006


has been acquired by

 November 2006