

#### QUARTERLY INDUSTRY UPDATE | FOURTH QUARTER 2014



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#### **About SOLIC**

SOLIC Capital Advisors, LLC ("SCA") is a leading specialty investment bank providing merger & acquisition, restructuring, capital placement and valuation advisory services companies, lenders, institutional investors, the legal community and other creditor constituencies. SCA is a subsidiary of SOLIC Holdings, LLC which includes: SOLIC Capital Advisors (financial advisory), SOLIC Capital Partners (principal investing), SOLIC Capital, LLC (FINRA registered Broker/Dealer), and SOLIC Capital Management (asset management services).

After underperforming for much of 2014, the SCA Business Services Index outperformed the broader markets in Q4 2014, increasing by over 11.2 % compared to an increase of 5.8% for the S&P 500. Virtually all subsectors of the SCA Business Services Index outperformed the broader market as a result of consensus predictions of enhanced economic growth in the U.S. during 2015. In particular, the SCA Marketing Services sector (+29.6%), the SCA IT Consulting sector (+16.9%), and the SCA Professional Staffing sector (+11.6%) recorded significant growth.

While the stock market was thriving, M&A activity slowed in the Business Services sector during Q4 2014 posting the fewest closed transactions of any quarter this year. However, the beginning of 2015 has already seen a number of high profile Business Services transactions announced, and we expect M&A activity in the sector to continue to accelerate throughout the year among both strategic and financial acquirers. Notable merger and acquisition transactions during the quarter include:

- AMN Healthcare Services Inc. (NYSE: AHS), the largest U.S. healthcare staffing firm, agreed to acquire Onward Healthcare, a leading provider pf physician and nurse staffing, from Welsh Carson Anderson & Stowe for \$82.5 million.
- PT&C Forensic Consulting Services, P.A. acquired LWG Consulting, Inc. LWG Consulting, Inc. provides forensic engineering and recovery solutions for the insurance, legal, and risk management industries in the U.S. and internationally.
- Hays plc (LSE:HAS) acquired an 80% stake in Veredus Corporation, a provider of information technology staffing services for \$55 million.
- C.H. Robinson Company Inc. agreed to acquire Freightquote.com, Inc. from Menlo Ventures and Great Hill Partners, LLC for \$370 million.
- Recall Holdings Limited (ASX:REC) acquired Business Records Management LLC, a provider of document storage and destruction services, for \$77 million.

We welcome your comments and hope that you find our *SOLIConnect* report informative.

Gregory Hagood Senior Managing Director

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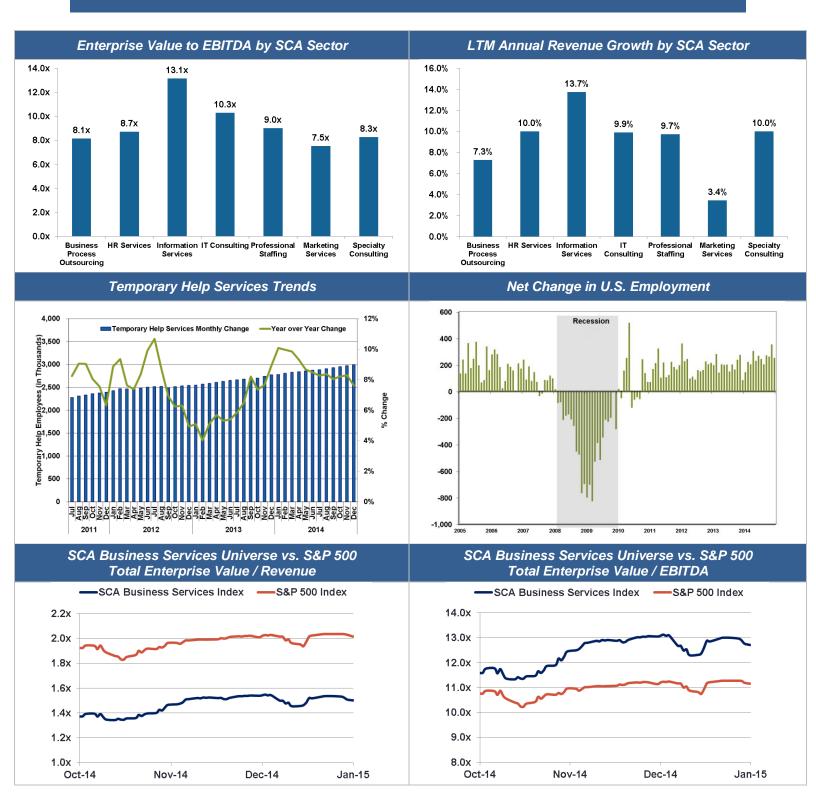
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Edward R. Casas Senior Managing Director ecasas@soliccapital.com



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#### **Business Services \*: Market Overview**

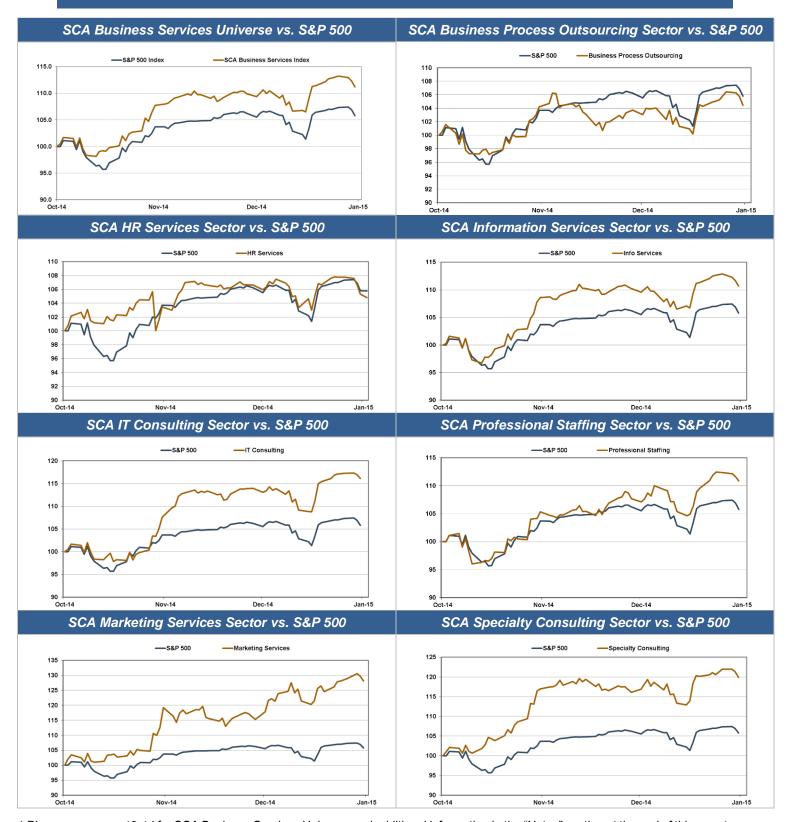


<sup>\*</sup> Please see pages 13-14 for SCA Business Services Universe and additional information in the "Notes" section at the end of this report



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#### **Business Services \*: Stock Performance**



<sup>\*</sup> Please see pages 13-14 for SCA Business Services Universe and additional information in the "Notes" section at the end of this report



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#### **Business Services: Notable Industry Developments**

#### **Industry Development**

The Bureau of Labor Statistics reported that the unemployment rate declined by 0.2 percentage points to 5.6 percent in December 2014. The number of unemployed persons decreased by 383,000 to 8.7 million. Over the year, the unemployment rate and the number of unemployed persons were down by 1.0 percentage points and 1.7 million, respectively.

Total nonfarm payroll employment, as reported by the Bureau of Labor Statistics rose by 252,000 in December 2014, compared with an average monthly gain of 232,000 over the prior 12 months. In December, job growth occurred in professional and business services, construction, food services and drinking places, health care, and manufacturing.

The percentage of temporary workers to total workers, called the "temporary penetration rate," is commonly used as a metric to track the staffing sector. Based on the latest Bureau of Labor Statistics release, the U.S. added 15,000 temporary positions in December, and the penetration rate rose to hit a record-setting 2.13%. Temporary jobs grew 7.81% year-over-year in December.

A new report from the National Federation of Independent Business (NFIB) states that December's Optimism Index grew 2.3 points, rising to 100.4, which takes the index back to its pre-recession average and is the highest reading since October 2006. The gain in December was broad-based, with 8 components advancing, one unchanged and one declining by just 1 percentage point. The single component posting a decline was expected business conditions 6 months out. Last month, this component posted a 16 point gain, so the 1 percentage point decline simply confirmed the very strong gain in November.

According to the ADP *National Employment Report*, private sector employment increased by 241,000 jobs from November to December, which marks the eighth of the last nine months with employment gains above 200,000. Goods-producing employment rose by 46,000 jobs in December, up from 40,000 jobs gained in November. The construction industry added 23,000 jobs over the month, above last month's gain of 20,000. Meanwhile, manufacturing added 26,000 jobs in December. Service-providing employment rose by 194,000 jobs in December, up from 187,000 in November. The ADP *National Employment Report* indicates that professional/business services contributed 69,000 jobs in December, up from 42,000 in November. Expansion in trade/transportation/utilities grew by 44,000, down from November's 54,000. The 16,000 new jobs added in financial activities was more than triple from last month's number of 5,000.

The Standard and Poor's Information Technology Index increased 6.6% during the fourth quarter of 2014, versus a 5.8% increase in the S&P 500 Index. The Standard and Poor's Information Technology Index has significantly outperformed the S&P 500 Composite posting a 19.5% increase during 2014, versus a 12.4% gain in the S&P 500 Composite.



strategic transaction advisory services.

# **Business Services**

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### **Business Services: Selected M&A Transactions**

Transaction				Enterprise Value	Enterprise Value /	Enterprise Value /
Date	Sector	Target	Buyer	(\$ in millions)	Revenue	EBITDA
12/23/2014	Advertising	Cygnus Business Media, Inc.	SouthComm Communications, Inc.	N/A	N/A	N/A
	Communications, Ir usiness (B2B) med		ess Media, Inc. Cygnus Business	s Media, Inc. opera	ates as a techn	ology
12/19/2014	Advertising	AdKarma, LLC	Blinkx plc (AIM:BLNX)	\$20	1.5x	N/A
	provides online vi		Campbell, Ann Wilhelm, Scott Bces. It offers solutions for ad network			
12/18/2014	Advertising	2Signals, LLC	Foundry 119 LLC	N/A	N/A	N/A
Foundry 119 a Tampa, Florida		LC. 2Signals offers digita	ll marketing services. The compa	ny was incorporate	ed in 2013 and	is based in
12/18/2014	Advertising	Affinity Marketing Group, LLC	Arthur J Gallagher & Co. (NYSE:AJG)	N/A	N/A	N/A
	gher & Co. (NYSE: n benefits program	AJG) acquired Affinity Mar	rketing Group, LLC. Affinity Mark	teting Group, LLC	provides affinit	y marketing
12/18/2014	Professional Staffing	Onward Healthcare, Locum Leaders, Medefis	AMN Healthcare Services Inc. (NYSE: AHS)	\$83	0.7x	8.3x
Leaders and V vendor manag	MS provider Mede	efis from OGH LLC for a to healthcare facilities, Onwa	S healthcare staffing firm, agreed tal purchase price of \$82.5 million rd Healthcare is a national nurse	n. Medefis is a pro	ovider of a Saa	S-based
12/16/2014	Advertising	Rockett Interactive, Inc.	iProspect.com, Inc.	N/A	N/A	N/A
Prospect.com			its principal shareholders. Rocke	ett Interactive, Inc.	provides digita	l and
12/16/2014	Advertising	Infonetics Research Inc.	IHS Inc. (NYSE:IHS)	N/A	N/A	N/A
IHS Inc. (NYSI communication	, ,	fonetics Research Inc. Inf	onetics Research Inc. provides m	narket research an	d consulting se	ervices to the
12/11/2014	IT Consulting	Unclaimed Property Recovery and Reporting, LLC	Venio, LLC	N/A	N/A	N/A
			porting, LLC. UPRR is a leading risk associated with unclaimed p			
develops custo	omized solutions to ss multiple industri					

Nadavon Capital Partners, LLC and the executive team of Accumen including Chief Executive Officer Mark Lindig, acquired Accume Partners, LLC from Baird Capital Partners, Catalyst Capital Management, LLC and others. Accume Partners, LLC provides internal audit and advisory services on the East Coast. The company offers governance, risk management, regulatory compliance, internal audit, and



12/4/2014

**IT Services** 

2000 and is based in Tampa, Florida.

**Veredus** 

Corporation

### **Business Services**

Enterprise

Enterprise

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**Enterprise** 

\$55

N/A

### **Business Services: Selected M&A Transactions (cont.)**

Transaction				Value	Value /	Value /
Date	Sector	Target	Buyer	(\$ in millions)	Revenue	EBITDA
12/10/2014	Advertising	Plethora Mobile LLC	PCH Digital	N/A	N/A	N/A
			nora Mobile team will be joining F s online advertising services wor		j House. Pleth	ora Mobile
12/9/2014	Specialty Consulting	LWG Consulting, Inc.	PT&C Forensic Consulting Services, P.A.	N/A	N/A	N/A
			onsulting, Inc. LWG Consulting, ement industries in the U.S. and		nsic engineerin	g and
12/9/2014	Specialty Consulting	Industry Consulting Group, Inc.	LERETA, LLC	N/A	N/A	N/A
			m Brown & Brown Inc. (NYSE:BF tax solutions for a variety of indu		sulting Group,	Inc., formerl
12/8/2014	Advertising	DDC Advocacy	DAS Group of Companies	N/A	N/A	N/A
			Woodruff-Sawyer & Co., Inc. ers LLC. Risk Solution Partners v			
			, insurance, and surety services. fits, safety, and surety services.	Its risk manageme	ent services inc	lude safety
12/5/2014	Specialty Consulting	Bode Technology Group, Inc	Laboratory Corp. of America Holdings (NYSE:LH)	N/A	N/A	N/A
Technology Gi	roup, Inc. provides	forensic DNA analysis, DI	Bode Technology Group, Inc. from NA collection products, and reseases termanagement organizations	arch services to lav	w enforcement	
12/4/2014	Advertising	Boundless Network, Inc.	Zazzle Inc.	N/A	N/A	N/A
		Network, Inc. from Austin V notional marketing distribut	/entures, Silverton Partners, Escaror in the U.S.	alate Capital Partn	ers and others	. Boundless
12/4/2014	IT Services	Cash Cycle Solutions Inc.	Business Ink, Co.	N/A	N/A	N/A
			Frontier Capital, LLC, BIA Digitals outsourced transaction process			artners LP

Hays plc (LSE:HAS)

Hays plc (LSE:HAS) acquired an 80% stake in Veredus Corporation for £28 million. Veredus Corporation, a technical staffing company, provides information technology (IT) staffing services for contract and permanent placement in the U.S. The company was founded in

8.3x



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# Business Services: Selected M&A Transactions (cont.)

Transaction Date	Sector	Torqui	Pincer	Enterprise Value (\$ in millions)	Enterprise Value / Revenue	Enterprise Value / EBITDA						
12/3/2014	Advertising	Target FMB Media LLC	Buyer VIZION Interactive Inc.	N/A	N/A	N/A						
	VIZION Interactive Inc. acquired certain strategic assets of FMB Media. FMB Media LLC offers pay-per-click advertising services. The company was founded in 2013 and is based in Fort Myers Beach, Florida.											
12/3/2014	Advertising	Swift Collective, Inc.	Possible Worldwide, LLC	N/A	N/A	N/A						
Possible Worldwide, LLC acquired Swift Collective, Inc. Swift Collective, Inc. operates as a digital and public relations (PR) agency.												
12/3/2014	ВРО	Volt Delta Resources, LLC	NewNet Communication Technologies, LLC	\$10	N/A	N/A						
NewNet Communication Technologies, LLC acquired Volt Delta Resources, LLC from Volt Information Sciences Inc. (AMEX:VISI) for \$10 million in convertible notes. Volt Delta Resources, LLC provides cloud-based contact center services and voice recognition applications.												
12/2/2014	IT Services	Business Records Management LLC	Recall Holdings Limited (ASX:REC)	\$77	N/A	N/A						
		C) acquired Business Red destruction services.	cords Management LLC for \$77 r	million. Business F	Records Manag	gement LLC						
12/1/2014	IT Services	Freightquote.com, Inc.	C.H. Robinson Company, Inc.	\$365	N/A	N/A						
	n Company Inc. ent \$370 million in cas		acquire Freightquote.com, Inc. f	from Menlo Venture	es, Great Hill P	artners, LLC						
12/1/2014	IT Services	Hearst Corporation	Fitch Group (Fimalac)	\$1,965	N/A	N/A						
City. Founded		lph Hearst as an owner of	media group based in the Hears newspapers, the company's hole									
11/24/2014	HR Services	Shipyard Staffing, LLC	ARC Industries, Inc.; Succession Capital Partners	N/A	N/A	N/A						
	m, and permanent i		uired Capital Consultants, Inc. SI t of skilled tradesmen for the ship									
11/21/2014	Specialty Consulting	SC&H State & Local Tax, LLC	Altus Group Limited (TSX:AIF)	\$38	N/A	N/A						
Altus Group L	imited (TSX:AIF) a	greed to acquire SC&H Sta	ate & Local Tax, LLC from SC&H	I Group, LLC for \$3	38 million.							
11/21/2014	HR Services	Paul Shively & Associates, Inc.	Chuma Holdings, Inc. (OTCBB:CHUM)	\$2.0	N/A	N/A						
Associates, In resource adm	c., an administrativ inistrative services	e services company, provi	rely & Associates Inc. from Paul sides corporate compliance and for de payroll services, such as online counting services.	ormation services i	n the U.S. It of	fers human						
11/20/2014	Advertising	MarketCast, Inc.	Madison Capital Funding LLC	N/A	N/A	N/A						
			rated, Madison Capital Funding L rom Shamrock Capital Growth Fo									

Capital Advisors, LLC. MarketCast, Inc. provides research services for the entertainment industry.



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### **Business Services: Selected M&A Transactions (cont.)**

nal service p all and large rtising entered into	providers, not-for-profits businesses to commur Hanley Wood Exhibitions, Inc. o a definitive agreement	Zizzo Group Advertising and Public Relations, Inc. ed Clear Verve Marketing LLC. Cleated Community organizations, custonicate effectively with their target audinforma plc (LSE:INF)	m manufacturers		
nal service p all and large rtising entered into y Wood Exh	providers, not-for-profits businesses to commur Hanley Wood Exhibitions, Inc. o a definitive agreement	and community organizations, custonicate effectively with their target aud Informa plc (LSE:INF)	m manufacturers diences.		
entered into y Wood Exh	Exhibitions, Inc. o a definitive agreement	,	\$380		
y Wood Exh	a definitive agreement			N/A	N/A
rtising		to acquire Hanley Wood Exhibitions and exhibition production and organic and exhibition production and organic and exhibition production and organic and exhibitions.			or \$380
	Olson Communications, Inc.	Fingerpaint Marketing, Inc.	N/A	N/A	N/A
Inc. acquirency.	ed Olson Communicatio	ns, Inc. Olson Communications, Inc.	c. operates a bou	itique public re	lations and
rvices	Vertical Synergies Inc.	AFS Logistics, LLC	N/A	N/A	N/A
quired Verti solutions.	cal Synergies Incorpora	ted. Vertical Synergies Inc., a transp	portation logistics	company, pro	vides
rvices	Renew Data Corp.	LDiscovery, LLC	N/A	N/A	N/A
		apital Partners and other sharehold ficant time and cost savings across i			Discovery
rvices	Employ Insight LLC	Get It, LLC	N/A	N/A	N/A
	ht LLC. Employ Insight ng employees.	LLC offers platforms to quantify, me	easure, and unloc	k psychologica	al, emotional
rtising	Co-Optimum, Inc.	Ansira, Inc.	N/A	N/A	N/A
	i, Inc. Co-Optimum, Inc and connect retailers wit	. creates and manages premium co- h clients.	op advertising pr	ograms that in	icrease
rtising	Gridskippr, Inc.	SocialRadar, Inc.	N/A	N/A	N/A
uired Gridsk Maryland.	ippr, Inc. Gridskippr, Inc	c. provides mobile advertising service	es. The company	y was founded	in 2013 and
alty ulting	Worldwide Trade Partners LLC	Ryan LLC	N/A	N/A	N/A
-	•	de Partners LLC. Worldwide Trade	Partners LLC, do	oing business a	as WTP
rtising	BrightRoll Inc.	Yahoo! Inc. (NasdaqGS:YHOO)	\$640	N/A	N/A
greem d busir	ness DO) e	ent to acquire Worldwide Transess advisory services.  BrightRoll Inc.  DO) entered into a definitive a	ent to acquire Worldwide Trade Partners LLC. Worldwide Trade ness advisory services.  BrightRoll Inc. Yahoo! Inc. (NasdaqGS:YHOO)  OO) entered into a definitive agreement to acquire BrightRoll Inc.	ent to acquire Worldwide Trade Partners LLC. Worldwide Trade Partners LLC, doness advisory services.  BrightRoll Inc. Yahoo! Inc. \$640 (NasdaqGS:YHOO)	ent to acquire Worldwide Trade Partners LLC. Worldwide Trade Partners LLC, doing business a dvisory services.  BrightRoll Inc. Yahoo! Inc. (NasdaqGS:YHOO)  OO) entered into a definitive agreement to acquire BrightRoll Inc. from Adams Street Partners, LL

Inc., True Ventures and other shareholders for \$640 million. BrightRoll Inc. provides digital video advertising solutions to advertisers and

agencies, publishers, and developers to broadcast in web, mobile, and connected TV.



a marketing agency.

# **Business Services**

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### Business Services: Selected M&A Transactions (cont.)

				Fatavarias	Entennies	Entermise
Transaction				Enterprise Value	Enterprise Value /	Enterprise Value /
Date 11/10/2014	Sector IT Services	Target Legal eDiscovery	Buyer Document Technologies,	(\$ in millions) \$23	Revenue N/A	EBITDA N/A
11/10/2014	Ti Gervices	Business of Hudson	Inc.; DTI of London Limited	ΨΖΟ	IVA	N/A
Resources Ma	anagement, INC. a		cquired the assets of Legal eDisc ces Limited for \$23 million in cash urcing services.			
11/6/2014	IT services	Cintas Corporation, Document Storage and Imaging	Access Corp.	N/A	N/A	N/A
Cintas Corpora	ation, Document S	Storage and Imaging Busin	businesses in ten U.S. markets fresses comprises document storal and specialty scanning services.	ge including hard o		
11/3/2014	Advertising	Sapient (NASDAQ: SAPE)	Publicis Groupe	\$3,700	2.7x	21.1x
strategies. Wi	ith the addition of s y group with comb	Sapient, Publicis Groupe w	energy and commodity traders and rill be the leading global communi €8 billion, combined EBITDA of a	cation, marketing,	omni-channel	commerce
10/30/2014	Advertising	Propp Corp.	Affinion Group Holdings, Inc.	N/A	N/A	N/A
	Holdings, Inc. aco anks, and direct m		hird quarter of 2014. Propp Corp	o. provides travel m	narketing and p	promotions
10/30/2014	Advertising	GearyLSF Group	SQLi (ENXTPA:SQI)	N/A	N/A	N/A
enterprise-leve media channe	el Internet marketi ls, analytics, web	ng services, including sear development, social media	aryLSF Group is an integrated dig ch engine optimization, pay per c marketing, mobile design and de cation development, and online re	lick management, evelopment, websit	display and oth e design, inter	ner online
10/30/2014	ВРО	PRO Unlimited, Inc.	Investcorp Bank B.S.C. (BAX:INVCORP)	\$300	N/A	N/A
	s for \$300 million.		k B.S.C. (BAX:INVCORP) acquir lops contingent workforce manag			
10/29/2014	Advertising	Foundry 9, LLC	LiquidHub, Inc.	N/A	N/A	N/A
Liquidhub, Inc	. acquired Foundry	y9 LLC. Foundry 9, LLC, a	a digital agency, provides marketi	ng solutions.		
10/27/2014	Advertising	SJX Partners, LLC	Chime Communications plc (LSE:CHW)	\$28	N/A	N/A
			ness and assets of SJX Partners, and entertainment event propertie		n. SJX Partnei	rs, LLC is a
10/21/2014	Advertising	Olson, Inc.	ICF International Inc. (NasdaqGS:ICFI)	\$295	N/A	N/A
	ital Partners Fund		eement and plan of merger to ac shareholders for approximately \$			



in the U.S. and internationally.

**Transaction** 

# **Business Services**

**Enterprise** 

Value /

**Enterprise** 

Value /

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Enterprise

Value

### Business Services: Selected M&A Transactions (cont.)

Dete	Conton	Townst	Dinion	/# in millions)	Paramera	
Date 10/16/2014	Sector Specialty Consulting	Target Discovery Solutions, Inc.	Buyer Document Technologies, Inc.	(\$ in millions) N/A	Revenue N/A	EBITDA N/A
			Inc. Discovery Solutions, Inc., doi the U.S. and internationally.	ing business as Fal	con Discovery	provides e-
10/15/2014	Advertising	Spectrio, LLC	The Riverside Company	N/A	N/A	N/A
			The Riverside Company, acquired AIN) and others. Spectrio, LLC op			
10/15/2014	Advertising	Whitefield Group: Local Seo & Web Design LLC	KPS3 Inc.	N/A	N/A	N/A
			tefield. Whitefield Group: Local S web design services for businesse		LC, an Interne	et marketing
10/13/2014	IT Services	Files On Call, Inc.	Williams Data Management	N/A	N/A	N/A
	Management acq		Files On Call, Inc., headquartered	in Pasadena, Califo	ornia, provides	off-site
10/9/2014	ВРО	North America Administrators, L.P.	Lucent Health Solutions, Inc	. <b>N/A</b>	N/A	N/A
	Solutions, Inc. ac sinesses in the U.		ninistrators, L.P. North America A	Administrators, L.P.	provides admi	nistration
10/9/2014	Specialty Consulting	Discovery Services LLC	eTERA Consulting, LLC	N/A	N/A	N/A
legal staffing,		ry, litigation support, and I	on September 22, 2014. Discoviitigation consulting services to law			
10/8/2014	HR Services	Vaco, LLC	Quad-C Management, Inc.	N/A	N/A	N/A
senior-level ad		II, IT, and administrative p	aco, LLC. Vaco, LLC provides pro rofessionals on a project and cons			
10/8/2014	ВРО	Crow Friedman Group LLC	RSC Insurance Brokerage, Inc.	N/A	N/A	N/A
insurance prodesigners, lan	ducts to architects dscape architects.	acquired Crow Friedman G , engineers, financial cons	Group LLC. Crow Friedman Group sultants, accountants/CPAs, environssionals, miscellaneous/specialty	onmental consultan	ts, land survey	ors, interior
10/8/2014	Specialty Consulting	CPS Professional Services, LLC	Sterling Capital Group Partners	N/A	N/A	N/A
						_

Sterling Capital Group Partners acquired a controlling stake in CPS Professional Services, LLC on September 18, 2014. CPS

Professional Services, LLC provides management consulting and support services to help clients in solving complex business problems



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### Business Services: Selected M&A Transactions (cont.)

				Enterprise	Enterprise	Enterprise
Transaction				Value	Value /	Value /
Date	Sector	Target	Buyer	(\$ in millions)	Revenue	EBITDA
10/07/2014	Advertising	Cadient Group, Inc.	Cognizant Technology Solutions Corporation (NasdaqGS:CTSH)	N/A	N/A	N/A
managed by E	dison Partners an	d Eastward Capital Partne	CTSH) acquired Cadient Group, Iners, LLC. Cadient Group, Inc. provincelogy, medical devices, hospital	vides digital marke	ting services a	nd
10/7/2014	Advertising	Studio One Networks, Inc.	The CHR Group, Inc.	N/A	N/A	N/A
		studio One Networks. Stud	dio One Networks, Inc. offers contrategy, search engine optimization			
10/7/2014	ВРО	Accounts Receivable Management, Inc.	Northland Group, Inc.	N/A	N/A	N/A
		Accounts Receivable Mana	agement, Inc. Accounts Receivab ccounts receivable management			ness as New
10/7/2014	IT Services	Evolv, Inc.	Cornerstone OnDemand, Inc. (NasdaqGS:CSOD)	. \$45	N/A	N/A
		asdaqGS:CSOD) signed a orkforce optimization solut	an agreement to acquire Evolv, Indictions through big data.	c. for \$44.5 million	. Evolv, Inc., a	cloud
10/7/2014	Specialty Consulting	Responsive Data Solutions, LLC	Advanced Discovery Services, LLC	N/A	N/A	N/A
		LC acquired Responsive Instructions to law firms and corpora	Data Solutions. Responsive Data ate legal departments.	Solutions, LLC pro	ovides litigation	support
10/6/2014	Advertising	McManis Communications LLC	Intrinzic Inc.	N/A	N/A	N/A
Intrinzic Inc. ac marketing age	•		nmunications LLC, doing business	s as Copperfox Ma	arketing, provid	es
10/2/2014	Advertising	Adaptive Path, Inc.	Capital One Financial Corporation (NYSE:COF)	N/A	N/A	N/A
Capital One Fi	nancial Corporation	on acquired Adaptive Path	, Inc. which operates as a product	experience strate	gy and design	agency.
10/2/2014	Advertising	The Promotion Company Inc.	Bonnier Corporation	N/A	N/A	N/A
		ne Promotion Company Inc	c. in stock. The Promotion Compa motorsports events in the U.S.	any Inc., a promoti	on and market	ing
10/1/2014	Advertising	Advanstar Communications Inc.	UBM pic (LSE:UBM)	\$972	3.3x	11.7x
L.L.C., Veronis	Suhler Stevenso	an agreement to acquire An and others for approxima	dvanstar Communications Inc. fro ately \$970 million in cash. Advan-	star Communication	ons Inc. provide	es events,

publications, electronic products, web sites, and educational and direct marketing products and services for business professionals and

consumers in fashion, licensing, life sciences, and powersports industries.



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### Business Services: Selected M&A Transactions (cont.)

Transaction				Enterprise Value	Enterprise Value /	Enterprise Value /
Date	Sector	Target	Buyer	(\$ in millions)	Revenue	EBITDA
10/01/2014	ВРО	Leading Edge Recovery Solutions, LLC	Global Credit & Collection Inc.	N/A	N/A	N/A
•	•		LLC. Leading Edge Recovery Ses bankcard, retail, commercial,		•	y, provides
10/1/2014	IT Services	Symphony Management Consulting, LLC	itelligence, Inc.	N/A	N/A	N/A
itelligence. Ind	c. acquired Symp	hony Management Consultin	ng. Symphony Management Cor	nsultina. LLC provi	des human car	oital

itelligence, Inc. acquired Symphony Management Consulting. Symphony Management Consulting, LLC provides human capital management (HCM) consulting services and software solutions to commercial and public sector customers in North America. It offers project management, implementation, end-user training, knowledge transfer, and ongoing support services.



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### **Business Services \*: Valuation Metrics by Sector**

		Stock	52 - \	Nook	% of 52	Market Cap	Enterprise Value	Ente	rprise V LTM	alue to:	
Ticker	Company Name	Price	High	Low	- 76 01 32 Week High	(\$ mm)	(\$ mm)		EBITDA		P/E
TICKCT	Company Name	11100	riigii	LOW	Weekingii	(ψ ιπτιτή	(Ψ ιιιιιι)	Odic 3	LUITUA	LUITUA	1/2
Business Pro	ocess Outsourcing										
CVG	Convergys Corporation	20.37	24.43	17.36	83.4%	2,044.0	2,208.2	0.8x	6.8x	5.6x	46.3x
EXLS	Exlservice Holdings, Inc.	28.71	31.18	24.20	92.1%	943.0	776.9	1.6x	10.2x	7.6x	23.7x
G	Genpact Limited	18.93	19.39	13.68	97.6%	4,100.0	4,496.9	2.0x	12.1x	11.5x	22.3x
IRM	Iron Mountain Inc.	38.66	40.41	25.75	95.7%	8,097.5	12,317.9	4.0x	13.6x	13.0x	20.6x
PRGX	PRGX Global, Inc.	5.72	7.42	3.97	77.1%	155.9	129.6	0.8x	14.6x	5.6x	NIV
PRSC	Providence Service Corp.	36.44	49.41	23.91	73.8%	577.7	632.4	0.5x	10.1x	5.6x	31.8x
SRT	StarTek, Inc.	9.75	9.85	6.01	99.0%	150.0	145.9	0.6x	12.6x	10.2x	NIV
SYKE	Sykes Enterprises, Incorporated	23.47	24.71	18.60	95.0%	1,016.0	885.4	0.7x	6.8x	6.2x	21.7x
TTEC	TeleTech Holdings Inc.	23.68	29.97	20.77	79.0%	1,154.0	1,193.9	1.0x	7.7x	7.1x	17.1x
WNS	WNS (Holdings) Ltd.	20.66	23.01	17.11	89.8%	1,068.0	976.8	1.9x	9.3x	9.0x	20.7x
							Mean	1.4x	10.4x	8.1x	25.5x
HR Services			,						455		
JOBS	51job Inc.	35.85	43.00	29.24	83.4%	2,116.7	1,576.9	5.5x	17.9x	13.4x	25.8x
ADP	Automatic Data Processing, Inc.	83.37	86.54	70.50	96.3%	40,189.1	39,657.5	3.2x	15.2x	16.9x	26.2x
BBSI	Barrett Business Services Inc.	27.40	102.20	18.25	26.8%	195.0	113.4	0.2x	NM	3.2x	NIV
DHX	Dice Holdings, Inc.	10.01	11.49	6.50	87.1%	532.0	618.1	2.4x	8.6x	7.2x	36.8x
NSP	Insperity, Inc.	33.89	36.23	26.85	93.5%	858.5	633.1	0.3x	9.8x	8.1x	34.4x
MWW	Monster Worldwide, Inc.	4.62	8.50	3.41	54.4%	409.8	586.2	0.7x	8.0x	5.8x	NM
PAYX	Paychex, Inc.	46.17	48.20	39.80	95.8%	16,766.5	16,237.5	6.2x	14.4x	13.6x	26.1x
SABA	Saba Software, Inc.	8.16	14.50	7.90	56.3%	243.1	0.0	0.0x	NM	0.0x	NM
TW	Tow ers Watson & Co.	113.17	131.73	98.10	85.9%	7,936.5	7,630.4	2.1x	11.7x	10.2x	23.0x
							Mean	2.24	10.04	0.7	20.74
							iviean	2.3x	12.2x	8.7x	28.7x
Information S	Services 1										
ABCO	The Advisory Board Company	48.98	70.14	37.47	69.8%	1,763.9	1,741.4	3.1x	32.3x	0.0x	119.2x
SCOR	comScore, Inc.	46.43	48.16	25.98	96.4%	1,587.9	1,573.9	5.0x	58.1x	19.4x	NM
CPRT	Copart, Inc.	36.49	37.81	29.93	96.5%	4,610.0	4,693.0	4.0x	11.4x	11.2x	25.3x
CEB	Corporate Executive Board Co.	72.53	81.00	57.58	89.5%	2,439.9	2,861.0	3.2x	15.3x	11.6x	70.5x
CSGP	CoStar Group Inc.	183.63	218.17	134.38	84.2%	5,940.2	5,844.1	10.9x	40.9x	28.9x	124.6x
TRAK	Dealertrack Technologies, Inc.	44.31	58.84	36.43	75.3%	2,403.5	2,986.0	4.0x	28.8x	13.6x	NM
DNB	Dun & Bradstreet Corp.	120.96	128.03	94.29	94.5%	4,343.7	5,675.7	3.4x	11.9x	10.9x	16.3x
EFX	Equifax Inc.	80.87	82.63	64.75	97.9%	9,751.8	11,227.2	4.7x	13.2x	12.3x	29.1x
FDS	FactSet Research Systems Inc.	140.75	145.33	101.41	96.8%	5,875.9	5,735.9	6.1x	16.8x	15.3x	27.9x
FICO	Fair Isaac Corporation	72.30	74.39	50.26	97.2%	2,321.3	2,762.2	3.5x	13.9x	13.2x	26.6x
FORR	Forrester Research Inc.	39.36	41.65	34.09	94.5%	716.5	604.1	2.0x	20.1x	17.1x	80.9x
П	Gartner Inc.	84.21	87.58	61.28	96.2%	7,412.8	7,445.4	3.8x	22.9x	17.1x	41.6x
IHS	IHS Inc.	113.88	143.92	110.44	79.1%	7,763.5	9,413.5	4.3x	19.2x	12.7x	44.9x
INWK	InnerWorkings Inc.	7.79	9.44	6.56	82.5%	410.9	492.2	0.5x	20.2x	9.8x	61.7x
LQDT	Liquidity Services, Inc.	8.17	27.33	7.41	29.9%	244.5	181.9	0.4x	3.6x	5.0x	8.4x
MORN	Morningstar Inc.	64.71	84.34	61.03	76.7%	2,884.9	2,689.5	3.6x	12.0x	11.3x	37.5x
RBA	Ritchie Bros. Auctioneers Incorporated	26.89	27.29	21.58	98.6%	2,887.1	2,810.6	5.9x	16.3x	14.1x	30.0x
						,	,				
[1] ABCO, CEB	B, FORR and CSGP are excluded from mean P/E of	alculations.					Mean	4.0x	21.0x	13.1x	31.7x

<sup>\*</sup> Please see additional information in the "Notes" section at the end of this report





QUARTERLY INDUSTRY UPDATE | FOURTH QUARTER 2014

### **Business Services \*: Valuation Metrics by Sector (cont.)**

Ticker			Stock	<b>F</b> 2	Wook	% of 52	Market	Enterprise	Ente LTM	rprise V LTM		
ACOM Accentura pic 88.31 91.44 73.98 97.1% 65.098 2 52.185.1 1.7x 1.08x 10.1x 19.2x CBR OBR, Inc. 10.8 10.1x 19.2x CBR OBR, Inc. 10.8 10.1x 19.2x CBR OBR, Inc. 10.1x 19.2x CB	Ticker	Company Name					Cap (\$ m m)	Value (\$ m m)			NTM EBITDA	P/E
ACOM Accentura pic 88.31 91.44 73.98 97.1% 65.098 2 52.185.1 1.7x 1.08x 10.1x 19.2x CBR OBR, Inc. 10.8 10.1x 19.2x CBR OBR, Inc. 10.8 10.1x 19.2x CBR OBR, Inc. 10.1x 19.2x CB	IT Consulting											
CBCR		Accenture pla	80 31	91 94	73 98	97.1%	56 098 2	52 185 1	1 7y	10 8v	10.1v	19 2v
CISH   Cognized Technology Solutions Corporation   52.66   54.89   41.51   95.9%   32.065.6   77.447.1   2.80   13.44   11.60   22.50   25.7		•										
Computer Task Group Inc.												
DST Oysterns Inc.   94.15   100.38   81.83   93.8%   3.08.33   4.108.0   1.5k   90.0   8.8k   93.80   1.05T (OATE Coxporation   39.48   42.90   28.58   92.0%   3.188.3   7.107   1.7k   12.6k   9.3k   1.4k   45.9k   1.4k   45.9k   1.4k   45.9k   1.4k   1.4k   45.9k   1.4k   1.4k   1.4k   1.4k   1.4k   45.9k   1.4k   1.4												
Cat   Cat   Cat   Corporation   30.48		·										
PRFT		•										
SAPE   Sapert Corp.   24.88   24.92   12.85   98.8%   3.501.61   3.187.2   2.3x   18.1x   14.8x   44.4x   44.4x   5YNT   Syntel, Inc.   44.98   48.62   38.26   92.5%   3.766.4   3.936.5   0.3x   10.2x   7.9x   18.4x   5YNT   Syntel, Inc.   44.98   48.62   38.26   92.5%   3.766.4   3.098.2   3.4x   10.8x   10.7x   15.4x   5YNT   Syntel, Inc.   44.98   48.62   38.26   92.5%   3.766.4   3.098.2   3.4x   10.8x   10.7x   15.4x   5YNT   5YNTEL CORP.   44.98   48.62   38.26   92.5%   3.766.4   3.098.2   3.4x   10.8x   10.7x   15.4x   5YNTEL CORP.   44.62   38.26   38.26   92.5%   3.766.4   3.098.2   3.4x   10.8x   10.7x   15.4x   5YNTEL CORP.   44.62   38.26   39.26												
SYNKE Corp.   78.16   79.98   51.65   97.7%   3.074.3   3.39.65   0.0%   10.2k   7.9%   18.4k												
Synton   S	SNX	•	78.16	79.98	51.65	97.7%			0.3x	10.2x	7.9x	18.4x
Professional Staffinal	SYNT	•	44.98						3.4x	10.8x	10.7x	15.4x
SWYADEN   Adece S A								Mean	1.8x	11.8x	10.3x	23.5x
SWYADEN   Adece S A	Professional St	affing <sup>23</sup>										
AHS AMM Healthcare Services Inc. 19.60 20.33 10.35 96.4% 91.40 1.050.66 1.0% 12.5% 10.9% 29.3% CDI CDI COrp. 17.71 18.89 12.91 93.8% 347.4 307.1 0.3% 8.3% 7.5% 24.6% CDI COrp. 17.71 18.89 12.91 93.8% 347.4 307.1 0.3% 8.3% 7.5% 24.6% CDI COrp. Cross Country Healthcare, Inc. 12.48 13.51 5.26 92.4% 390.1 446.0 0.08 93.8% 15.5% NM KELY.A Kelly Services, Inc. 17.02 26.17 14.74 65.0% 641.9 679.0 0.1% 11.77 7.9% 27.6% KRPC Klorce Inc. 24.13 24.72 17.20 97.6% 641.9 679.0 0.1% 11.77 7.9% 27.6% KRPC Klorce Inc. 24.13 24.72 17.20 97.6% 641.9 679.0 0.1% 11.77 7.9% 27.6% KRPC Klorce Inc. 68.17 86.93 57.55 78.4% 5.395.0 5.218.2 0.2% 6.5% 6.4% 13.4% ASON On Assignment Inc. 33.19 39.86 25.97 83.3% 17.374 2.111.2 1.12.2 11.8% 10.1% 24.4% ENXTAMERAND Randstad Holding NV 40.06 48.85 30.12 80.4% 7.204.1 7.864.9 0.5% 11.19 9.1 1% 23.8% RCMT RCM Technologies Inc. 7.00 9.25 6.02 75.7% 87.9 79.6 0.4% 7.0% 0.0% 25.6% RECN Resources Correction Inc. 16.45 16.93 11.84 97.2% 626.5 526.4 0.9% 11.0% 92.2% 25.5% RH Robert Half International Inc. 58.38 59.45 38.62 98.2% 7.395.2 7.645.6 1.7% 14.8% 12.6% 27.6% TBI TrueBlue, Inc. 22.25 31.30 20.00 71.1% 946.0 10.92.2 0.6% 10.7% 79.80 27.6% IT. 12.00 10.00		<del> </del>	0.00	70.80	56.60	0.0%	12 320 8	13 721 3	0.6v	11 6v	0.7v	16 1v
CDI												
CCRN   Cross Country Healthcare, Inc.   12.48   13.51   5.26   92.4%   39.01   44.80   0.8x   39.8k   15.5x   NM   KELY A   Kelly Services, Inc.   17.02   26.17   14.74   66.0%   641.9   679.0   0.1x   11.7x   7.9x   27.6x								,				
KELYA Kelly Services, Inc. 17.02 26.17 14.74 65.0% 641.9 679.0 0.1x 11.7x 7.9x 27.6x KRC Klorce Inc. 24.13 24.72 17.20 97.6% 738.1 750.4 0.6x 12.1x 10.2x 48.6x MAN ManpowerGroup Inc. 68.17 86.93 57.55 78.4% 5.395.0 5.218.2 0.2x 6.5x 6.4x 13.4x ASGN On Assignment Inc. 33.19 39.86 25.97 83.3% 17.37.4 2.111.2 1.2x 11.8x 11.6x 10.1x 24.4x ENTAMENAN Randstad Holding MV 40.06 49.85 30.12 80.4% 7.204.1 7.864.9 0.5x 11.8x 10.1x 24.4x ENTAMENAN Randstad Holding MV 40.06 49.85 30.12 80.4% 7.204.1 7.864.9 0.5x 11.8x 10.1x 23.8x ENTAMENAN Randstad Holding MV 40.06 49.85 30.12 80.4% 7.204.1 7.864.9 0.5x 11.8x 10.1x 23.8x ENTAMENAN Randstad Holding MV 40.06 49.85 30.12 80.4% 7.204.1 7.864.9 0.5x 11.8x 10.1x 23.8x ENTAMENAN Randstad Holding MV 40.06 49.85 30.12 80.4% 7.204.1 7.864.9 0.5x 11.8x 10.1x 23.8x ENTAMENAN RANDSTAN R		•										
KFRC Klore inc. 24.13 24.72 17.20 97.6% 738.1 750.4 0.6x 12.1x 10.2x 48.6x MAN MarpowerGroup inc. 68.17 68.93 57.55 78.4% 5.395.0 5.218.2 0.2x 6.5x 6.4x 13.4x ASGN On Assignment inc. 33.19 39.86 25.97 83.3% 1,737.4 2,111.2 1.2x 11.8x 10.1x 24.4x ENXTAMRAND Randstad Holding NV 40.06 49.85 30.12 80.4% 7,204.1 7,864.9 0.5x 11.9x 91.x 23.8x EXMT RCM Technologies inc. 7.00 9.25 6.02 75.7% 87.9 79.6 0.4x 7.0x 0.0x 25.6x RECN Resources Connection inc. 16.45 16.93 11.84 97.2% 626.5 526.4 0.9x 11.0x 9.2x 29.5x RH Robert Half International inc. 58.38 59.45 38.62 98.2% 7,395.2 7,645.6 1.7x 14.8x 12.6x 27.6x TBI TrueBlue, inc. 22.25 31.30 20.00 71.1% 946.0 1.09.2. 0.6x 10.7x 7.9x 17.1x 12.2 (2) CCRN is excluded from mean PV / LTM EBITDA calculations. 33.14 8.4												
MAN   ManpowerGroup Inc.   68.17   86.93   57.55   78.4%   5,395.0   5,218.2   0,2x   6.5x   6.4x   13.4x   ASGN   Assignment Inc.   33.19   39.86   25.97   83.3%   1,737.4   2,111.2   1.12x   11.8x   10.1x   ENTTAMRAND   Randstad Holding NV   40.06   49.85   30.12   80.4%   7,204.1   7,864.9   0.5x   11.9x   91.1x   ENTTAMRAND   Randstad Holding NV   40.06   49.85   30.12   80.4%   7,204.1   7,864.9   0.5x   11.9x   91.1x   ENTTAMRAND   Randstad Holding NV   40.06   49.85   30.12   80.4%   7,204.1   7,864.9   0.5x   11.9x   91.1x   ENTTAMRAND   Randstad Holding NV   40.06   49.85   30.12   80.4%   7,204.1   7,864.9   0.5x   11.9x   91.1x   ENTTAMRAND   Randstad Holding NV   40.06   49.85   30.12   80.4%   7,204.1   7,864.9   0.5x   11.9x   91.1x   ENTTAMRAND   Resources Connection Inc.   16.45   16.93   11.84   97.2%   626.5   526.4   0.9x   11.0x   9.2x   29.5x   ENTTAMRAND   Resources Connection Inc.   16.45   16.93   11.84   97.2%   626.5   526.4   0.9x   11.0x   9.2x   29.5x   ENTTAMRAND   Resources Connection Inc.   16.94   38.62   98.2%   7,935.2   7,645.6   1.7x   14.8x   12.6x   27.6x   ENTTAMRAND   Resources Connection Inc.   22.25   31.30   20.00   71.1%   946.0   1,092.2   0.6x   10.7x   7.9x   17.1x    ENTTAMRAND   Resources Connection Inc.   16.45   18.93   11.84   97.2%   98.2%   7,935.2   7,645.6   1.7x   14.8x   12.6x   27.6x   ENTTAMRAND   Resources Connection Inc.   22.25   31.30   20.00   71.1%   946.0   1,092.2   0.6x   10.7x   7.9x   17.1x    ENTTAMRAND   Resources Connection Inc.   20.27   39.30   16.04   51.6%   1,561.0   1,766.2   1.6x   9.5x   8.6x   NM   ENTTAMRAND   Resources Connection Inc.   20.27   39.30   16.04   51.6%   1,561.0   1,766.2   1.6x   9.5x   8.6x   NM   ENTTAMRAND   Resources Connection Inc.   20.27   39.30   16.04   51.6%   1,561.0   1,766.2   1.6x   9.5x   8.6x   NM   ENTTAMRAND   Resources Connection Inc.   20.27   39.30   16.04   51.6%   1,561.0   1,766.2   1.6x   9.5x   8.6x   NM   ENTAMRAND   Resources Connection Inc.   20.27   39.30   16.04   51.6%   1,561.0		· · · · · · · · · · · · · · · · · · ·										
ASGN On Assignment Inc. 33.19 39.86 25.97 83.3% 1,737.4 2,111.2 1.2x 11.8x 10.1x 24.4x ENXTAMRAND Randstad Holding NV 40.06 49.85 30.12 80.4% 7,204.1 7,864.9 0.5x 11.9x 9.1x 23.8x 23.8x ENXTAMRAND Randstad Holding NV 40.06 49.85 30.12 80.4% 7,204.1 7,864.9 0.5x 11.9x 9.1x 23.8x 23.8x 24.4x ENXTAMRAND Randstad Holding NV 40.06 49.85 30.12 80.4% 7,204.1 7,864.9 0.5x 11.9x 9.1x 23.8x 23.8x 24.4x ENXTAMRAND Randstad Holding NV 40.06 49.85 30.12 80.4% 7,204.1 7,864.9 0.5x 11.9x 9.1x 23.8x 25.8x ENXTAMRAND Randstad Holding NV 40.06 49.85 30.12 80.2% 7,305.2 7,645.6 17.x 14.8x 12.6x 27.6x ENXTAMRAND Randstad Holding NV 40.06 10.99.2 0.6x 10.7x 7.9x 17.1x 12.0x 12.0												
ENCTAMRAND    Randstad Holding NV   40.06   49.85   30.12   80.4%   7.204.1   7.864.9   0.5x   11.9x   9.1x   23.8x   RCMT   RCM Technologies inc.   16.45   16.93   11.84   97.2%   626.5   526.4   0.9x   11.0x   0.9x   25.6x   RECN   Resources Connection inc.   16.45   16.93   11.84   97.2%   626.5   526.4   0.9x   11.0x   0.9x   22.25   5.8x   RH   Robert Half International Inc.   58.38   59.45   38.62   98.2%   7.935.2   7.645.6   17.x   14.8x   12.6x   27.6x   TBI   TrueBlue, Inc.   22.25   31.30   20.00   71.1%   946.0   1.092.2   0.6x   10.7x   7.9x   17.1x   12.2x   1		· · · · · · · · · · · · · · · · · · ·						,				
RCMT RCM Technologies Inc. 7.00 9.25 6.02 75.7% 87.9 79.6 0.4x 7.0x 0.0x 25.6x RECN Resources Connection Inc. 16.45 16.93 11.84 97.2% 626.5 526.4 0.9x 11.0x 9.2x 29.5x RH Robert Half International Inc. 58.38 59.45 38.62 98.2% 7.935.2 7.645.6 1.7x 14.8x 12.6x 27.6x TBI TrueBlue, Inc. 22.25 31.30 20.00 71.1% 946.0 1.092.2 0.6x 10.7x 7.9x 17.1x		•										
RECN Resources Connection Inc. 16.45 16.93 11.84 97.2% 626.5 526.4 0.9x 11.0x 9.2x 29.5x RH Robert Half International Inc. 58.38 59.45 38.62 98.2% 7,935.2 7,645.6 1.7x 14.6x 12.6x 27.6x TBI TrueBlue, Inc. 22.25 31.30 20.00 71.1% 946.0 1,092.2 0.6x 10.7x 7.9x 17.1x 12.0x 27.6x 17.1x 12.0x 17.1x		•										
RHI   Robert Half International Inc.   58.38   59.45   38.62   98.2%   7,935.2   7,645.6   1.7x   14.8x   12.6x   27.6x   Till   TrueBlue, Inc.   22.25   31.30   20.00   71.1%   946.0   1,092.2   0.6x   10.7x   7.9x   17.1x   17		•										
TBI TrueBlue, Inc. 22.25 31.30 20.00 71.1% 946.0 1,092.2 0.6x 10.7x 7.9x 17.1x [2] CCRN is excluded from mean EV / LTM EBITDA calculations. [3] KFRC is excluded from mean PE calculations.    Mean												
Sample   S												
Sample   S	[2] CCRN is exclu	ded from mean EV / LTM EBITDA calculations.						Mean	0.7x	10.8x	9.0x	23.6x
ACXM Acxiom Corporation 20.27 39.30 16.04 51.6% 1,561.0 1,756.2 1.6x 9.5x 8.6x NM HHS Harte-Hanks Inc. 7.74 9.07 5.65 85.3% 480.4 500.5 0.9x 8.9x 7.7x 23.5x VVI Viad Corp 26.66 28.62 19.92 93.2% 535.1 514.6 0.5x 6.2x 6.3x 12.9x												
HHS Harte-Hanks Inc. 7.74 9.07 5.65 85.3% 480.4 500.5 0.9x 8.9x 7.7x 23.5x VVI Viad Corp 26.66 28.62 19.92 93.2% 535.1 514.6 0.5x 6.2x 6.3x 12.9x Mean 1.0x 8.2x 7.5x 18.2x      Mean	Marketing Serv	<u>ices</u>										
VVI Viad Corp  26.66 28.62 19.92 93.2% 535.1 514.6 0.5x 6.2x 6.3x 12.9x    Mean	ACXM	Acxiom Corporation	20.27	39.30	16.04	51.6%	1,561.0	1,756.2	1.6x	9.5x	8.6x	NM
Mean   1.0x   8.2x   7.5x   18.2x	HHS	Harte-Hanks Inc.	7.74	9.07	5.65	85.3%	480.4	500.5	0.9x	8.9x	7.7x	23.5x
Specialty Consulting   CBZ   CBIZ, Inc.   8.56   9.45   7.78   90.6%   422.2   625.8   0.9x   8.7x   0.0x   15.3x	VVI	Viad Corp	26.66	28.62	19.92	93.2%	535.1	514.6	0.5x	6.2x	6.3x	12.9x
CBZ CBIZ, Inc. 8.56 9.45 7.78 90.6% 422.2 625.8 0.9x 8.7x 0.0x 15.3x CRAI CRA International Inc. 30.32 32.50 17.97 93.3% 288.9 245.9 0.8x 8.3x 5.7x 22.4x EXPO Exponent Inc. 82.50 84.01 64.81 98.2% 1,061.5 919.9 3.2x 13.7x 12.5x 28.6x FCN FTI Consulting, Inc. 38.63 42.70 28.23 90.5% 1,584.7 2,117.0 1.2x 9.7x 9.7x 30.5x HURN Huron Consulting Group Inc. 68.39 72.80 57.18 93.9% 1,495.3 1,631.2 2.0x 9.9x 9.9x 17.8x MMS MAXIMUS, Inc. 54.84 55.97 37.94 98.0% 3,611.8 3,453.9 2.0x 13.0x 11.6x 26.0x NCI Navigant Consulting Inc. 15.37 19.41 12.39 79.2% 745.4 899.1 1.2x 7.7x 7.4x NM HCKT The Hackett Group, Inc. 8.79 9.37 5.76 93.8% 256.7 273.1 1.3x 14.8x 9.4x 42.1x								Mean	1.0x	8.2x	7.5x	18.2x
CRAI CRA International Inc. 30.32 32.50 17.97 93.3% 288.9 245.9 0.8x 8.3x 5.7x 22.4x EXPO Exponent Inc. 82.50 84.01 64.81 98.2% 1,061.5 919.9 3.2x 13.7x 12.5x 28.6x FCN FTI Consulting, Inc. 38.63 42.70 28.23 90.5% 1,584.7 2,117.0 1.2x 9.7x 9.7x 30.5x HURN Huron Consulting Group Inc. 68.39 72.80 57.18 93.9% 1,495.3 1,631.2 2.0x 9.9x 9.9x 17.8x MMS MAXIMUS, Inc. 54.84 55.97 37.94 98.0% 3,611.8 3,453.9 2.0x 13.0x 11.6x 26.0x NCI Navigant Consulting Inc. 15.37 19.41 12.39 79.2% 745.4 899.1 1.2x 7.7x 7.4x NM HCKT The Hackett Group, Inc. 8.79 9.37 5.76 93.8% 256.7 273.1 1.3x 14.8x 9.4x 42.1x	Specialty Cons	ulting										
EXPO Exponent Inc. 82.50 84.01 64.81 98.2% 1,061.5 919.9 3.2x 13.7x 12.5x 28.6x FCN FTI Consulting, Inc. 38.63 42.70 28.23 90.5% 1,584.7 2,117.0 1.2x 9.7x 9.7x 30.5x HURN Huron Consulting Group Inc. 68.39 72.80 57.18 93.9% 1,495.3 1,631.2 2.0x 9.9x 9.9x 17.8x MMS MAXIMUS, Inc. 54.84 55.97 37.94 98.0% 3,611.8 3,453.9 2.0x 13.0x 11.6x 26.0x NCI Navigant Consulting Inc. 15.37 19.41 12.39 79.2% 745.4 899.1 1.2x 7.7x 7.4x NM HCKT The Hackett Group, Inc. 8.79 9.37 5.76 93.8% 256.7 273.1 1.3x 14.8x 9.4x 42.1x	CBZ	CBIZ, Inc.	8.56	9.45	7.78	90.6%	422.2	625.8	0.9x	8.7x	0.0x	15.3x
FCN FTI Consulting, Inc. 38.63 42.70 28.23 90.5% 1,584.7 2,117.0 1.2x 9.7x 9.7x 30.5x HURN Huron Consulting Group Inc. 68.39 72.80 57.18 93.9% 1,495.3 1,631.2 2.0x 9.9x 9.9x 17.8x MMS MAXIMUS, Inc. 54.84 55.97 37.94 98.0% 3,611.8 3,453.9 2.0x 13.0x 11.6x 26.0x NCI Navigant Consulting Inc. 15.37 19.41 12.39 79.2% 745.4 899.1 1.2x 7.7x 7.4x NM HCKT The Hackett Group, Inc. 8.79 9.37 5.76 93.8% 256.7 273.1 1.3x 14.8x 9.4x 42.1x	CRAI	CRA International Inc.	30.32	32.50	17.97	93.3%	288.9	245.9	0.8x	8.3x	5.7x	22.4x
HURN         Huron Consulting Group Inc.         68.39         72.80         57.18         93.9%         1,495.3         1,631.2         2.0x         9.9x         9.9x         17.8x           MMS         MAXIMUS, Inc.         54.84         55.97         37.94         98.0%         3,611.8         3,453.9         2.0x         13.0x         11.6x         26.0x           NCI         Navigant Consulting Inc.         15.37         19.41         12.39         79.2%         745.4         899.1         1.2x         7.7x         7.4x         NIM           HCKT         The Hackett Group, Inc.         8.79         9.37         5.76         93.8%         256.7         273.1         1.3x         14.8x         9.4x         42.1x    Mean  1.6x  1.0x  8.3x  26.1x	EXPO	Exponent Inc.	82.50	84.01	64.81	98.2%	1,061.5	919.9	3.2x	13.7x	12.5x	28.6x
MMS MAXIMUS, Inc. 54.84 55.97 37.94 98.0% 3,611.8 3,453.9 2.0x 13.0x 11.6x 26.0x NCI Navigant Consulting Inc. 15.37 19.41 12.39 79.2% 745.4 899.1 1.2x 7.7x 7.4x NM HCKT The Hackett Group, Inc. 8.79 9.37 5.76 93.8% 256.7 273.1 1.3x 14.8x 9.4x 42.1x Mean 1.6x 10.7x 8.3x 26.1x	FCN	FTI Consulting, Inc.	38.63	42.70	28.23	90.5%	1,584.7	2,117.0	1.2x	9.7x	9.7x	30.5x
NCI Navigant Consulting Inc. 15.37 19.41 12.39 79.2% 745.4 899.1 1.2x 7.7x 7.4x NM HCKT The Hackett Group, Inc. 8.79 9.37 5.76 93.8% 256.7 273.1 1.3x 14.8x 9.4x 42.1x Mean 1.6x 10.7x 8.3x 26.1x			68.39	72.80	57.18	93.9%	1,495.3	1,631.2	2.0x	9.9x	9.9x	17.8x
HCKT The Hackett Group, Inc. 8.79 9.37 5.76 93.8% 256.7 273.1 1.3x 14.8x 9.4x 42.1x  Mean 1.6x 10.7x 8.3x 26.1x	MMS		54.84	55.97	37.94		3,611.8	3,453.9	2.0x	13.0x	11.6x	26.0x
Mean 1.6x 10.7x 8.3x 26.1x												
	HCKT	The Hackett Group, Inc.	8.79	9.37	5.76	93.8%	256.7	273.1	1.3x	14.8x	9.4x	42.1x
OVERALL BUSINESS SERVICES SECTOR Mean 1.8x 12.2x 9.3x 25.3x								Mean	1.6x	10.7x	8.3x	26.1x
	OVERALL BUSIN	IESS SERVICES SECTOR						Mean	1.8x	12.2x	9.3x	25.3x

<sup>\*</sup> Please see additional information in the "Notes" section at the end of this report



QUARTERLY INDUSTRY UPDATE | FOURTH QUARTER 2014

#### **Notes**

- Sources: Capital IQ, Bloomberg, company 10-K, 10-Q and 8-K SEC filings, annual reports, press releases, Bureau of Labor Statistics and others as indicated.
- Any public companies chosen for the "SCA Business Services Universe" are companies commonly used for industry information to show performance within a sector. They do not include all public companies that could be categorized within the sector and were not created as benchmarks; they do not imply benchmarking and do not constitute recommendations for a particular security and/or sector. The charts and graphs used in this report have been compiled by SOLIC Capital Advisors solely for purposes of illustration.

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QUARTERLY INDUSTRY UPDATE | FOURTH QUARTER 2014

### Recent Representative Engagements \*





has been acquired by

#### **TEAM**Health

Team Health Holdings (NYSE:TMH)

Sell Side Advisor

#### \$75,000,000

#### **Community Memorial** Healthcenter

has affiliated with



Financial Advisor to Community Memorial Healthcenter

#### \$690,600,000 Sale of Assets on behalf of



**MedCath Corporation** (Nasdag: MDTH)

Sell Side Advisor





Financial Advisor to Physician Members of Siouxland Surgery Center

#### **FINANCIAL SERVICES**





Placement Agent and Financial Advisor

#### \$750,000,000 Assets under Management

SageCrest II, LLC

Fiduciary Oversight

# \$150,000,000 Sale of REO Portfolio



Sell Side Advisor

#### \$4,500,000,000 of Assets



Financial Advisor

#### **REAL ESTATE** AND **INFRASTRUCTURE**





has been acquired by



Sell Side Advisor

#### \$118,000,000

Sale of senior notes secured by property located at 610 Lexington Avenue New York

610 LEX

Financial Advisor

#### \$212,320,000 Debt Restructuring



SunCal Companies The Westland Project

Albuquerque, New Mexico Financial Advisor

#### \$87,000,000

Debt Restructuring for the Illinois Tollway Oasis Project



Financial Advisor

# **ENERGY**

Pre Restructuring Invested Capital of Over \$800,000,000



Financial and Restructuring Advisor in Connection with Chapter 11 Bankruptcy

#### \$240,600,000 Restructured Debt



VAREL

Restructuring Advisor

### Alexin, LLC has consummated

an Institutional Private Placement of Series A Senior Preferred Units \$13,100,000 with Term Loan and Revolving Credit Facilities \$30,000,000

Financial Advisor



Pasadena Tank Corporation

#### has merged with

HMT, Inc. a company sponsored by Berkshire Partners LLC

Financial Advisor to Pasadena Tank Corporation





TANDEM

Tandem Staffing Solutions, Inc. Cerberus Capital Management

Buy Side Advisor



has been acquired by

(TSX:SMT)

Sell Side Advisor

### lensar.

**Tensar Corporation** 

has completed a capital restructuring of \$280,000,000 of senior debt

and \$100,000,000 of subordinated debt

Financial Advisor

#### \$177,000,000

#### LOEHMANN'S Loehmann's Holdings, Inc.

has been acquired by Designer Apparel **Holding Company** a Company Sponsored by

**ARCAPITA** Buy Side Advisor

<sup>\*</sup> Includes transactions led by the team of SOLIC professionals at predecessor firms