

#### **AGENDA:**

Wednesday, April 26, 2017
Julia Morgan Ballroom, Merchants Exchange

6:30 Reception

7:45 Dinner & Presentations

9:00 Additional Cocktails & Networking

**SPEAKERS:** 

Anil Kaul, CEO Absolutdata

Lev Mazin, CEO
Ask Your Target Market

Tom Thimot, CEO Clarity Insights

Karan Walia, CEO

Cluep

Kurt Kratchman, COO Grapeshot

Michael Murray, CEO & President ItemMaster

Doug Bewsher, CEO Leadspace

Dave Currie, CEO

**List Partners** 

Tim Nett, Managing Partner

Picture Head

Dominic Edmunds, CEO

SaleCycle

Chris Kelly, CEO

Survata

Erik Huddleston, CEO

**TrendKite** 

Michael Mothner, CEO

**Wpromote** 

### Anil Kaul, CEO, Absolutdata



Anil has more than 22 years of experience in advanced analytics, market research, and management consulting. He is very passionate about analytics and leveraging technology to improve business decision-making. Prior to founding Absolutdata, Anil worked at McKinsey & Co. and Personify. He is also on the board of Edutopia, an innovative startup in the language learning space. An in-demand writer and speaker, Anil has published articles in *McKinsey Quarterly, Marketing Science, Journal of Marketing Research* and *International Journal of Research*. He was recently listed among the '10

Most Influential Analytics Leaders in India' by *Analytics Magazine India* and has been quoted as a "Game Changer" in *Research World*. Anil has spoken at many industry conferences and top business schools, including Dartmouth, Berkeley, Cornell, Yale, Columbia, and New York University.

#### **About Absolutdata**

Absolutdata combines decision engineering with advanced analytics to transform how companies make decisions. Over 15-years of global services expertise, includes big data services, advanced analytics, predictive modeling, marketing analytics, CRM, IoT solutions, and data management services. The NAVIK line of cloud-based products is changing the world by putting the power of advanced analytics into the hands of marketing and sales teams, line-of-business managers, and researchers. Together, these products and services empower Fortune 1000 companies to make better marketing investments, create more lucrative customers, achieve operational excellence, and compete at a higher level. Founded in 2001, Absolutdata is based in San Francisco and employs 400 professionals across offices in San Francisco, New York, Chicago, London, Singapore, Dubai, and Gurgaon. www.absolutdata.com

## Lev Mazin, CEO, Ask Your Target Market ("AYTM")



Coming from graphic design, UI/UX field, Lev has focused his attention on building AYTM.com, a trusted solution in online market research. AYTM's fully integrated online research platform, with a built-in +25 million worldwide panel, is used by brands and agencies to gain insights from their precise target markets faster than ever. Lev enjoys helping startups to leverage consumer insights to increase their chances of success, consulting on UI/UX/design topics. In his +17-year professional career, Lev has worked on building web and mobile user interfaces for Google and Oracle, designing marketing materials for companies, such as Tiffany & Co, Maserati, Harry Winston, and Whole Foods Market, among others, and participated in a number of online SaaS startups.

#### **About Ask Your Target Market**

AYTM is a market research solution for online survey creation, hosting, data analysis, and visualization. Consumer brands, agencies, startups, and investment firms have used AYTM since 2009 for its speed and ease of conducting sophisticated quantitative research. AYTM's core purpose is to create the best possible research experience for survey takers and researchers. AYTM offers a market research platform that saves time by automating robust research methodologies and assures great quality by design. AYTM is a member of the Insights Association and was named one of the 'Top 50 Most Innovative Research Companies' by GRIT 50 Report 2016. AYTM's proprietary panel offers more than 2,500 psychographic data points for instant customer personas, and with partner panels provides access to more than 25 million respondents globally. AYTM provides a DIY market research platform, as well as a full-service team of researchers. www.aytm.com

## Tom Thimot, CEO, Clarity Insights



Tom is the CEO of the Clarity Insights, a Riordan, Lewis & Haden Equity Partners portfolio company. Clarity is the largest onshore U.S. consultancy focused exclusively on data and analytics. Its mission is to help companies find and unleash their insights. They do this by building big data platforms, integrating new and existing data sources, applying data science techniques, and using change management to build insight driven cultures. Clarity's client roster includes some of the most well-known Fortune 1000 names in financial services, insurance, healthcare, and technology. Prior to his current position, Tom served as VP of market development for DigitalWorks at Cognizant (NASDAQ: CTSH). In this capacity, Tom was responsible for the go-to-market of their emerging business accelerator, Code Halo, SMAC, and DigitalWorks

practices. Tom was also a member of the Cognizant CEO's executive leadership team. Prior to Cognizant, Tom was president and CEO of CaseCentral, a venture-backed cloud-based eDiscovery company that was acquired by Guidance Software. Prior to CaseCentral, Tom served as COO of Kazeon, a venture-backed big data analytics company that was acquired by EMC. Prior to Kazeon, Tom was president and CEO of GoRemote, a NASDAQ listed mobility software company that was acquired by iPass. Prior to GoRemote, Tom was EVP of sales and services at Netegrity, a security software company acquired by Computer Associates. Earlier in his career, Tom spent more than seven years at Oracle, concluding his tenure as VP of sales for the Central U.S. Tom started his career as a computer programmer and database administrator at, what is today, Accenture.

### **About Clarity Insights**

Clarity Insights is the largest consulting company in the U.S. that focuses exclusively on data strategy, engineering, science, and visualization. We help our clients—Fortune 1000 companies across multiple industries—leverage data and analytics to find actionable insights that can help them seize new opportunities and solve their toughest business challenges. www.clarityinsights.com

# Karan Walia, CEO, Cluep



Karan is the co-founder and CEO of Cluep and has led the company's growth from a simple idea to an artificially intelligent mobile ad-tech platform used by several fortune 500 brands. Karan and his younger brother Sobi Walia met Anton Mamonov at a hackathon in 2011, when they were 21, 17, and 16 years old and still in school. They teamed up and began working on a text analysis engine capable of understanding human feelings that would eventually power Cluep's artificially intelligent mobile ad platform. In fact, the three broke into a lab and hacked into 24 computers in order to continue to train their algorithm on large amounts of data sets, simply because they couldn't afford a server.

#### **About Cluep**

Cluep is an artificially intelligent mobile ad platform that targets people based on what they are sharing, how they are feeling, and where they are going. Our unique platform is delivering exceptional results, including conversions and click-through rates that are five, eight, even 10 times better than other platforms in the market. Since our launch, we have been successfully running campaigns for more than 200 tier-one brands, such as Coca-Cola, McDonald's, Wendy's, KFC, Kraft, Walmart, Nutella, Red Bull, Johnson & Johnson, Unilever, Mercedes-Benz, Porsche, Lexus, Toyota, Kia, Cadillac, General Motors, Lufthansa, 20th Century Fox, H&M, Nike, Under Armour, L'Oréal, Victoria's Secret, and many others. www.cluep.com

## Kurt Kratchman, COO, Grapeshot



Kurt is the COO of Grapeshot. He leads global operations across offices in New York, Cambridge, Chicago, London, Singapore, and Sydney. Kurt began his career in traffic engineering in New York City. From there he applied his skills to data visualization, rich media creation, content management, digital distribution, and software development. After two successful exits to WPP (Blast Radius and Schematic), Kurt worked as a consultant helping companies with technology transfer, economic development initiatives, and, most recently, in private equity.

#### **About Grapeshot**

Grapeshot enriches the value of data by ingesting keyword signals. Marketers use this to profile customer behavior increasing the efficiency of the communication mix. The company's core WordRank™ technology offers a fully customizable, transparent, and scalable solution, giving clients simple, integrated control. It's a

first-class solution that operates at scale, processing large amounts of data efficiently. Grapeshot receives requests for 7 trillion classifications per month, 3.5 million queries per second (QPS), recognizes 99.8% of languages spoken and deploys segments in 99.6%. The core technology is also available through an API.

Grapeshot has offices located in Cambridge, London, New York, Chicago, San Francisco, Singapore, and Sydney. www.grapeshot.com

Michael Murray, CEO & President, ItemMaster



Michael brings 29 years of experience in marketing, strategy, and product management to his role as CEO of ItemMaster. He is responsible for the overall operation and strategic direction of the 75-person SaaS company that services the CPG and CPG retail industry exclusively. Prior to joining ItemMaster, he served as the chief product officer of Catalina, as well as board member of Nielsen Catalina Solutions from 2012-2015. He also previously served as the CMO, eCommerce & online for Sears Holdings, where he led all acquisition, social marketing, and online customer communications for the Sears.com and Kmart.com eCommerce properties. Prior to his roles within retail organizations, he served as CMO of Fishbowl, VP and GM of new ventures and the innovation team at AOL, and partner and GM of Targetbase Marketing, an Omnicom company.

#### About ItemMaster

ItemMaster is a SaaS technology company providing CPG manufacturers and retailers with products and services to create, manage, discover, and consume product content. At ItemMaster, our goal is to revolutionize brand packaging for the 21st century by enabling Brand Activation™ of product content that informs, engages, and converts — no matter where a brand is connecting with its customers. Delivering complete and verified manufacturer product content across every distribution channel from the world's most recognized manufacturers to specialty merchants, ItemMaster ensures brands have the visibility they need to turn shoppers into buyers (both online or off) and that retailers have on demand access, so they can put an end to cobbling together the information needed to fuel market demand across marketing, merchandising, planning, and eCommerce. www.itemmaster.com

Doug Bewsher, CEO, Leadspace



Doug is CEO of Leadspace, the first audience management platform for B2B Marketing. Prior to Leadspace, Doug was CMO for Salesforce.com and led corporate marketing and demand generation activities globally for what Forbes has named the world's most innovative company four times in a row. He also served as CMO of Skype through its sale to Microsoft, ran the San Francisco office of Digitas, the leading digital advertising agency, and co-led McKinsey's CRM practice.

#### **About Leadspace**

Leadspace's audience management platform enables B2B companies to better engage customers and drive faster growth by allowing marketers to find and know their audiences. As internal and external data multiplies, Leadspace uses AI to provide a single source of truth across all sales and marketing data, identify net new account and individuals, and recommend the best marketing activities. Updated in real time, data and intelligence remains constantly accurate and actionable and can be consistently used across sales, marketing, and advertising channels. Based in San Francisco and Israel, Leadspace is trusted by more than 130 B2B brands and seven of the 10 largest enterprise software companies, including Microsoft, RingCentral, and Marketo. www.leadspace.com

## Dave Currie, CEO, List Partners



Dave, CEO of List Partners, is an accomplished entrepreneur focused on sales intelligence for the advertising, media, and marketing tech industry. An Aussie expat, Dave joined List Partners in 2005 and now leads the organization on its rapid expansion path, a company recognized by its customers and the industry at large as one of the most dynamic and fastest-growing private companies in North America with a culture to match. Best known as the industry's sales implementation go-to-guy, Dave has lead proactive and organic business development programs for global and national agencies, media, and marketing technology companies for the past 16 years. When you commit to growing your national sales organization in this business, Dave and his team are one of the very first ports of call.

#### **About List Partners**

List Partners is the recognized market leader of providing actionable sales intelligence to the advertising, media, and marketing technology industry throughout North America and the U.K. The company tracks B2B, entity-to-entity relationships between national advertisers and their marketing services agencies, then pairs it with verified decision-maker contact information, measured media spend, and other prospecting signal data. Sales professionals that target national advertisers and their agencies subscribe to this mission-critical sales intelligence served through the website Winmo.com on an annual basis, incorporating it into their CRM sales and marketing automation technology stack to fuel their growth. Based in Atlanta, List Partners has been consistently recognized as one of the fastest-growing private companies and best places to work in America and is a multiple Inc. 5000 recipient, Atlanta Business Chronicle Pace-Setter Award, AJC Top 150 Places to Work, and Best & Brightest Companies in Atlanta. www.thelistinc.com

## Tim Nett, Managing Partner, Picture Head



Tim is a serial entrepreneur who has spent the majority of his career in the areas of entertainment and advertising. He first founded Trailer Park, a company that went on to become the largest entertainment marketing company in the world. Acting as CEO for 12 years, he oversaw its growth and eventual acquisition by Lake Capital. He then went on to found Picture Head, a company focused on sound and picture post production services for movies and television, advertising, and streaming entertainment. The company has grown to approximately 500 employees in eight locations. Last year, Picture Head's Formosa sound division won an Academy Award for Mad Max Fury Road and an Emmy for Game of Thrones. More recently, Tim became a partner at The Propeller Group, an advertising

agency with clients that include, Harvard University, MIT, The New York Times, and Walt Disney Pictures. Tim sits on the board of the non-profit Kiss the Ground and Absaroka Energy, a renewable energy company making wind and solar power more efficient and viable.

#### **About Picture Head**

Picture Head is a group of companies that provide post production services to the motion picture, television, advertising, and streaming entertainment industries. Operating out of eight locations in the Los Angeles area with approximately 500 employees in three main divisions, Picture Head is primarily focused on advertising and marketing and provides both picture and sound services. Major clients include Disney, Lucas Films, Pixar, Marvel Studios, and Netflix. Picture Head's Formosa Group is focused primarily on sound services and mixing for television, gaming, and feature films. Last year, Formosa won the Academy Award for sound on Mad Max Thunder Road and an Emmy for Game of Thrones. Picture Shop is the third and newest division and is dedicated to picture services for television and streaming shows. Ongoing projects include Orange is the New Black and all of the NCIS shows. In the last four years, Picture Head companies have experienced rapid growth, expanding 500%. Heavy investment in infrastructure has positioned the group for continued expansion. www.picturehead.com

### Dominic Edmunds, CEO, SaleCycle



Based out of Northern Virginia, Dominic is the founder and CEO of SaleCycle, a market leading behavioral marketing business with offices in the U.S., U.K., France, and Singapore. Prior to founding SaleCycle in 2010, Dominic was the operations director at Leighton, a leading creative and technical services provider based in the U.K.

#### **About SaleCycle**

SaleCycle's mission is to inspire, shape, and support the conversions that exist within every customer journey. Founded out of the U.K. in 2010, SaleCycle has grown quickly to be recognized as the market leader in behavioral marketing through its email, on-site, and SMS channels. With offices across the globe and

an enviable client list consisting of many of the world's strongest online brands, SaleCycle makes their clients look like rock-stars through improving data capture, conversion, upsell, cross-sell, upsell, customer interaction, and engagement. www.salecycle.com

## Chris Kelly, CEO, Survata



Chris is the founder & CEO of Survata. He has grown Survata to serve the world's leading brands and agencies, and has raised \$8 million in venture capital. Chris has more than a decade of experience building and working with startups. He founded two startups in college, ran marketing for a financial services startup, and worked as a venture capital investor in Silicon Valley. Chris has also worked as a McKinsey consultant.

#### **About Survata**

Survata sells brand intelligence to the world's largest brands, including Unilever, Microsoft, Aflac, Conagra, and Clorox, among others. Brands use Survata's platform to talk to customers after every touchpoint: ad

impressions, site visits, online, and offline purchases, etc. Survata tracks tens of billions of consumer touchpoints per month. We use that data to hyper-target consumer interviews across our proprietary publisher network, which reaches hundreds of millions of people every month. Survata was launched in Y Combinator and has raised Seed & Series A funding from SoftTech, Bloomberg Beta, IDG Ventures, and PivotNorth. The company is based in San Francisco. www.survata.com

### Erik Huddleston, CEO, TrendKite



Erik knows what it takes to run a business and lead a team. On any given workday, you will find him making sure the company is operating successfully, collaborating with colleagues, and—above all—ensuring TrendKite's customers are happy. He is an expert in social media marketing, big data, and lean startup/customer development. Before leading TrendKite, he ran Product for Sprinklr after the merger with social analytics firm Dachis Group. He ran the SaaS business and built and brought to market Dachis Group's flagship social analytics platform, which enables brands to optimize their paid, owned, and earned tactics through the lens of earned media.

#### **About TrendKite**

TrendKite quantifies PR's impact in a way both PR professionals and executives understand, so they can optimize their PR strategy. By measuring PR's brand, digital, and bottom-line impact, PR pros can hone in on quality coverage, analyze, and report with agility, and strategically shape their approach. Based in Austin, Texas, the growing company is taking on PR with a data-driven perspective, offering a more complete set of analytics,

leaving behind the old legacy metrics that aren't comprehensive enough for today's modern PR pro. www.trendkite.com

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## Michael Mothner, CEO, Wpromote



Michael is an internet marketing pioneer and serial entrepreneur, writing his first computer game at age 14 and launching Wpromote out of a Dartmouth dorm room in 2001. After narrowly avoiding becoming an investment banker, Michael returned to LA to grow Wpromote into what is now the largest independent digital agency in the country. Michael lives for digital marketing, and is a frequent speaker and contributor at industry events, such as Internet Retailer and Shop.org, as well as being featured on MSNBC, Fox News, and *The New York Times*.

### **About Wpromote**

Born with the humblest of roots and the mission of "helping businesses succeed online", Wpromote has grown, independently and without

outside capital, to be the largest digital agency in the country. With 330 Wpromoters across seven offices, we are The Challenger Agency. We work with high-growth, mid-market companies challenging the 800lb gorillas in their industries by outsmarting (not outspending) and engaging in intelligent customer acquisition across all digital channels. From paid search and media to content marketing and SEO, paid and earned social, email, creative, and strategy, Wpromote sits as an extension of our clients' internal marketing teams and the driver of customer growth. Our mission is to Make Mondays Suck Less; for us, because we love the work we do and the people we do it with, and for our clients, because of their phenomenal results. www.wpromote.com

# Petsky Prunier Ranked #1 Financial Advisor by Bloomberg for Six Consecutive Years

Bloomberg M&A League Tables, 2011-2016 TOP ADVISORS SERVING THE MIDDLE MARKET INTERNET AND ADVERTISING SECTORS					
2016			2011-2016		
Rank	Advisor	<b>Deal Count</b>	Rank	Advisor	Deal Count
1	Petsky Prunier	19	1	Petsky Prunier	103
2	Goldman Sachs	18	2	Goldman Sachs	89
3	JP Morgan	16	3	Morgan Stanley	68
3	KPMG Corporate Finance	16	4	PwC	67
5	Rothschild	15	5	Jordan Edmiston Group	65
6	Houlihan Lokey	13	6	KPMG Corporate Finance	63
6	PwC	13	7	China Renaissance Partners	52
8	Avendus Capital	11	7	GCA Savvian Group	52
8	Daiwa Securities	11	7	JP Morgan	52
10	Bank of America Merrill Lynch	9	10	Nomura	51
10	Credit Suisse	9	11	Jefferies	46
10	Jefferies	9	12	Ernst & Young	45
10	Morgan Stanley	9	13	Rothschild	44
10	Deloitte Touche Tohmatsu	9	14	Credit Suisse	43
15	Citi	8	14	Daiwa Securities	43
15	GCA Savvian Group	8	16	Houlihan Lokey	37

<sup>\*</sup>Based on number of deals announced in 2011-2016 valued at \$500 million or less. Internet and Advertising is defined by Bloomberg.

Petsky Prunier is one of the leading investment banks to the technology, media, marketing, eCommerce, and healthcare industries. Our firm's merger and acquisition and private placement advisory services reflect a unique blend of product specialization and industry expertise. Together with strategic consulting firm Winterberry Group, a Petsky Prunier company, our organization represents one of the largest industry-specific advisors providing strategic and transactional services. We offer global reach supplemented through our partnerships in China and India. Securities transactions are processed through Petsky Prunier Securities LLC, a member of FINRA, and an affiliated entity.

We completed more than 75 transactions in the last 36 months, including some of the largest and most important deals in the marketing, media, and technology industries. These transactions have ranged from strategic sales, private equity recaps, and divestitures to growth, mezzanine, and alternative financings. Industry expertise served us well, as we worked across our broad banking universe on engagements in digital advertising, marketing technology, information services, digital media, eCommerce, software, and tech-enabled services, among other areas, with both B2B and B2C-focused businesses.

As a result of our deal volume, we have current and ongoing access to a broad range of strategic buyers, investors, and debt financing sources and have significant insight into their thinking regarding strategic needs, investment themes, valuations, and terms. We would welcome the opportunity to discuss your business and your strategic objectives. Please let us know if we can be helpful in any way, as you consider a sale, merger, acquisition, or raising capital for your company.

#### **Representative Recent Transactions**

















































































