

MOVE



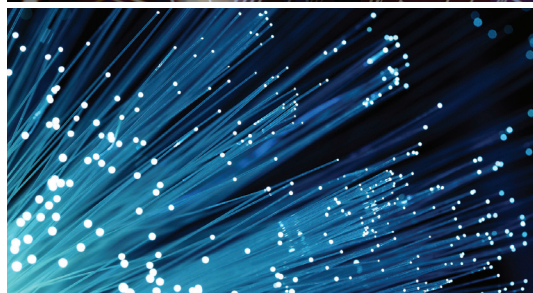
2018

MOVE PORTFOLIO COMPANY
EXECUTIVE (CXO) CONFERENCE

DORAL ARROWWOOD CONFERENCE CENTER • RYE BROOK, NY

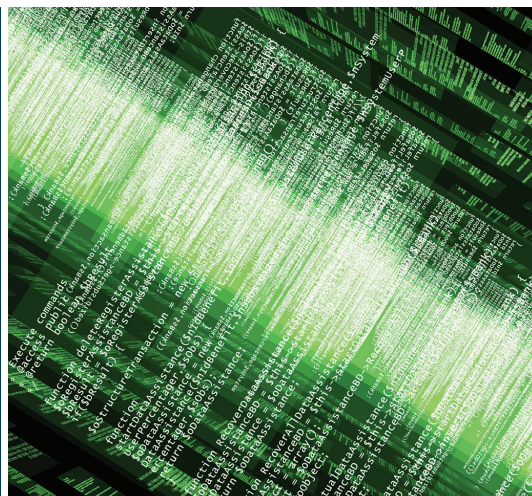
2018

MOVE PORTFOLIO COMPANY EXECUTIVE (CXO) CONFERENCE



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WELCOME

A Letter From
Tony de Nicola
& Paul Queally



Tony de Nicola



Paul Queally

On behalf of our fifteen general partners and over 80 employees, we welcome you to the MOVE Annual Portfolio Company Executive (CXO) Conference. This is our eighth year hosting the CXO Conference and we are delighted that you are here with us. We hope that through this event you will get to know us better and experience first-hand the team culture we have created and the emphasis we place on leadership and operational excellence.

The theme for this year's conference is "Driving Growth through Continuous Improvement & Innovation." In today's environment of rapid change and competitive pressures, we feel it is important for our companies to not only drive operational excellence, but also foster a culture of innovation and new ideas to achieve their growth objectives. We have lined up an impressive roster of speakers and look forward to great discussions at this year's event.

For those of you who are attending your first CXO conference, we thought it would be appropriate to introduce our firm. Welsh, Carson, Anderson & Stowe was founded in 1979 and has a long and successful track record investing in two industries, information/business services and healthcare. We have a current portfolio of approximately thirty companies and have organized 15 limited partnerships with total capital of \$20 billion. We are currently investing Welsh, Carson, Anderson & Stowe XI, L.P. and are raising our 12th equity fund. We focus on buying growth businesses, partnering with outstanding management teams and building value for our investors through a combination of operational improvements, internal growth initiatives, and strategic acquisitions.

We differentiate ourselves from other private equity firms by our industry specialization, investment track record, growth oriented and operational focus, repeat management teams, and the continuity and financial commitment of our firm. We emphasize a strong alignment of interests with our Limited Partners, who represent prominent public and private pension funds, banks, insurance companies, university endowments, sovereign wealth funds, and other institutional investors. The MOVE General Partners are the second largest investor in Welsh, Carson, Anderson & Stowe XI, L.P. with a capital commitment of approximately \$300 million.

Our General Partners, Investment Professionals and Resources Group work closely with our portfolio companies to generate operational excellence by providing deep industry expertise and significant operational capabilities. The cornerstone of the partnership with our portfolio companies lies in our Value Maximization Plan, which is developed and implemented for each new investment. We are also actively involved in the corporate development and acquisition programs of our portfolio companies. The MOVE network of relationships generates significant deal flow for our portfolio companies, and our expertise in negotiating and financing these acquisitions adds significant value to our investors.

We are very proud of our firm's culture, which developed over the past 35 years and is based on a true partnership philosophy, emphasizing a collegial and team approach to projects and an absolute commitment to maintaining the highest standards of integrity.

Enjoy the conference,

Tony de Nicola
Co-President

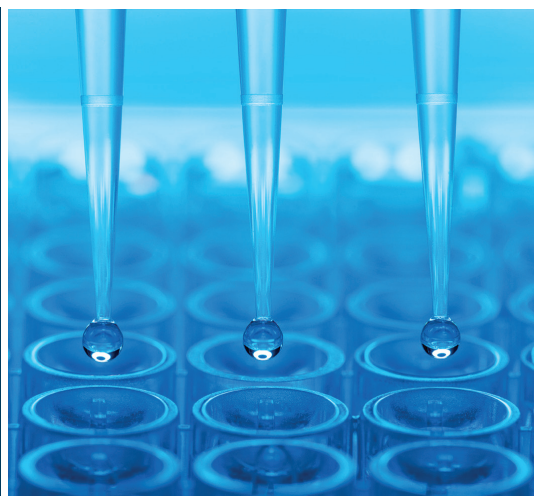
Paul Queally
Co-President

Healthcare Portfolio Companies



Information/Business Service Portfolio Companies





AGENDA

All general sessions will be held in the Amphitheater located on Level A of the conference center. Please stop by our registration desk in the Amphitheater Lobby if you need assistance during the conference.

Wednesday, October 15, 2018

4:00 - 9:00 p.m.	Registration Desk Open	<i>Main Lobby</i>
6:00 - 9:00 p.m.	Informal Welcome Dinner (Buffet)	<i>Hudson Patio</i>
8:00 - 10:00 p.m.	Movie Screening: Moneyball	<i>Amphitheater</i>

Thursday, October 16, 2018

7:00 - 9:00 a.m.	Registration & Informal Breakfast	<i>Registration: Amphitheater Lobby; Breakfast: Atrium Dining Room</i>
9:00 - 9:30 a.m.	Welcome & State of MOVE	Tony de Nicola, MOVE
9:30 - 10:00 a.m.	Portfolio Company Spotlight: Continuous Improvement at Asurion	Kevin Taweel, Asurion
10:00 - 10:30 a.m.	Networking Break	
10:30 - 11:15 a.m.	Economic Outlook	Glenn Hubbard, Columbia Business School
11:15 - 12:00 p.m.	Political Update	Scott Rasmussen, Rasmussen Media Group
12:00 - 1:00 p.m.	Lunch	<i>Atrium Dining Room</i>
1:10 - 1:30 p.m.	Resources Group Update	Tony Ecock, MOVE
1:30 - 2:30 p.m.	Moneyball: The Art of Winning an Unfair Game	Paul DePodesta, NY Mets
2:30 - 3:00 p.m.	Networking Break	
3:00 - 5:00 p.m.	Small Group Breakouts (<i>attendees select one</i>) <ul style="list-style-type: none">▪ Healthcare Reform: Outlook for 2015 & Beyond▪ Human Capital: Current Trends and Best Practices in Executive Sourcing & Selection▪ Impact of the Macroeconomic Environment on Capital Markets	
5:30 - 8:00 p.m.	Reception & Dinner	<i>Lobby Lounge & Arrowwood Ballroom</i>
8:00 - 9:00 p.m.	KIVA Thinking: Challenging Common Business Practices	Jessica Jackley, The Collaborative Fund
9:00 p.m.	Informal Gathering	<i>The Pub</i>

Friday, October 17, 2018

7:00 - 8:00 a.m.	Breakfast	<i>Atrium Dining Room</i>
8:00 - 10:15 a.m.	New to Big: Keynote & Workshop on Igniting Organic Growth	David Kidder, Bionic
10:15 - 10:45 a.m.	Networking Break	
10:45 - 11:45 a.m.	The Art of Leadership	Erik Wahl, The Wahl Group
11:45 - 12:00 p.m.	Closing Comments	Tony Ecock, MOVE
12:00 - 1:00 p.m.	Informal Lunch & Departures	<i>Atrium Dining Room</i>



BREAKOUTS

Breakout

Healthcare Reform: Outlook for 2019 & Beyond

Panel Discussion

This interactive session will include discussion on what's happened with the Affordable Care Act over the past 12 months and how the market has responded so far. Panelists will discuss the impact of reform across the healthcare ecosystem as well as the impact for employers in general, and the state of healthcare Exchanges today. We will also include a discussion on innovation, and what MOVE portfolio companies should consider in shaping their own strategies going forward. This session is designed for CEOs and COOs, as well as any other attendees that would like a better understanding of the current state of healthcare reform.

About the Panelists:

Mike McDonnell & Ed Novinski, WCAS

Mike and Ed joined MOVE in July 2018 as Senior Operating Executives focused on Reimbursement. In this role they support our healthcare facility and provider companies on commercial payor relationships, contracting strategies and other strategic opportunities. Mike and Ed's expertise and experience with commercial payors and large provider networks is a valuable resource for our healthcare companies as these businesses navigate the changes to the reimbursement landscape caused by healthcare reform. While leading UnitedHealth Networks, Mike and Ed were responsible for UnitedHealth Group's enterprise-wide network of nearly 5,100 hospitals and over 600,000 physicians and other care providers, supporting all commercial and government program businesses.

Mike most recently was a partner at Savvysherpa, Inc., a healthcare consulting firm for 4 years. Prior to that, Mike was with UnitedHealth Group for 6 years, first as General Counsel of UnitedHealthcare and then as President and CEO of UnitedHealth Networks, where he oversaw all of United's network contracting, clinical operations and pharmacy operations. Prior to joining United Healthcare, Mike spent 15 years as a general partner at the law firm of Dorsey & Whitney, providing M&A advisory services to corporate clients and financial sponsors.

Ed was with UnitedHealth Group in a number of leadership roles for almost 20 years. He was most recently Senior Vice President of UnitedHealth Networks. Ed also held leadership positions at MedPartners and its acquired Caremark Rx business.

Jeff Cox, Mercer Consulting

Jeff Cox is a Senior Partner with Mercer Consulting and has more than 25 years of experience developing and executing business and HR strategy. He has worked on over 250 M&A transactions advising both private equity and strategic buyers/sellers on a variety of HR issues.

Jeff is a frequent speaker to the private equity industry. He co-authored the chapter on portfolio purchasing of employee benefits in the book *The Operating Partner in Private Equity* published by PEI. He has also been published in *The Deal* magazine and in the *M&A Journal*. Jeff has a bachelor's degree in organizational management from Concordia University and a graduate degree in law from Loyola University Chicago Law School. He also completed the KMI Executive Program at the Kellogg Graduate School of Management at Northwestern University.

Breakout

Human Capital: Current Trends and Best Practices in Executive Sourcing & Selection

Scott Bontempo & Jurgen Leijdekker, Senior Operating Executives, MOVE

Designed with our HR Leaders in mind, but relevant for anyone involved in senior executive hiring decisions, this workshop and discussion will illustrate today's best practices for executive hiring in middle market companies. In the spirit of continuous improvement, we will build upon last year's CXO workshop on interviewing techniques. This year, Scott and Jurgen will share recent research findings from external and internal sources and facilitate group discussion around how these best practices can be applied in MOVE portfolio companies.

During this interactive session we will discuss:

- Common traits of successful C-Suite leaders in private equity portfolio companies;
- The role assessments play in assisting in the selection of leaders;
- Reference and background checks - new thoughts on maximizing these important items; and
- Getting the most out of executive teams - sum of the parts vs collection of all-stars.

Facilitators:

Scott Bontempo, Senior Operating Executive, Human Capital, MOVE

Scott Bontempo joined MOVE in 2008 as a Senior Operating Executive. At WCAS, he is responsible for implementing human resources initiatives across the WCAS portfolio. Before joining WCAS, he served as a Lead Human Resource Executive at Cerberus where he was responsible for working with investment professionals and portfolio company leaders on a wide range of human capital issues including due diligence, integration, executive staffing, organizational re-design, business transformation and systems to drive improved performance. Prior to Cerberus, Scott was at Dex Media as Senior Vice President of Human Resources where he led all human resources related activity during Dex Media's transformation from a private company through an IPO and acquisition/merger. Prior to joining Dex Media, he was Vice President, Human Resources, at Frito-Lay. He holds a Bachelor of Science in Business Administration from Ashland University and a Masters in Management and Public Policy from Carnegie Mellon University.

Jurgen Leijdekker, Senior Operating Executive, MOVE

Jurgen Leijdekker joined WCAS in 2010 and is a Senior Operating Executive. At WCAS, Jurgen is responsible for helping portfolio companies identify and implement initiatives focused on growth and operational improvement. Before joining WCAS, he was most recently President of Paul Winston Group, where he led a significant operational transformation. Jurgen has over twelve years of operating experience, in addition to an earlier career in strategy consulting and economics. In his previous professional roles, he led operational improvement efforts at several portfolio companies of various private equity firms. In addition to Paul Winston, he worked at H2 Equity Partners, McKinsey & Company and the International Monetary Fund. He received an MA in International Finance from the University of Amsterdam.

Breakout

Impact of the Macroeconomic Environment on Capital Markets

Panel Discussion Moderated by Chris Solomon, MOVE

During this informative discussion participants will hear current perspectives on the Capital Markets from a Partner at Ares Capital Management, Managing Director at BlackRock, Managing Partner of 3iDM US and Head of Global Leveraged Finance at Bank of America Merrill Lynch.

Discussion topics will include:

- Overview of today's capital markets environment;
- How decisions from the Federal Government will shape the next few years; and
- How the largest fixed income and equity investors are pricing risk in the current market and economic environment.

Distinguished panelists include:

[John Fraser, Managing Partner, 3iDM US](#)

John Fraser is Managing Partner of 3i Debt Management US and joined the company in September 2012 following the completion of the strategic transaction with MOVE Fraser Sullivan, which established a 3i debt management platform in the US. John co-founded MOVE Fraser Sullivan in 2005.

Prior to founding MOVE Fraser Sullivan, John was a Managing Director and Partner with Angelo, Gordon & Co., L.P. from 1997 to 2005. At Angelo, Gordon, John started the firm's leveraged loan investment management business and served as portfolio manager of Angelo, Gordon's five leveraged loan funds since their inception. Before joining the firm, he was a Managing Director with Cypress Tree Investment Management Co., Inc., a company devoted exclusively to the leveraged loan marketplace.

Prior to that, John spent six years as a Vice President and Portfolio Manager with Merrill Lynch Asset Management, where he managed investments in the leveraged loan and high yield bond markets. John began his career in the Chase Manhattan Bank credit training program, after which he held a number of analytical and lending positions. He holds a B.A. degree from Cornell University.

[Leland Hart, Managing Director, BlackRock](#)

Leland Hart is a member of Americas Fixed Income within Alpha Strategies, Head of the Bank Loans Team and a member of the BlackRock Kelso Investment Committee.

Leland's service with the firm dates back to 2000, including his years with R3 Capital Partners, which was acquired by BlackRock in 2009. He was a Partner and Head of Europe Leveraged Loans at R3 Capital Partners. Previously, he spent eight years with Lehman Brothers, most recently as a Managing Director in Leveraged Capital Markets focused on the origination, structuring, and distribution of leveraged loans, mezzanine debt, high yield bonds, and equity-linked securities. Earlier, he was in the firm's Leveraged Finance Group. Before joining Lehman Brothers, Leland was with Bank of America's High Yield Group and the Private Placement Group of Continental Bank, a predecessor firm.

Leland also serves as a board member of the Loan Syndications and Trading Association. He earned a BA degree, cum laude, from Middlebury College in 1991 and a MBA degree from the University of Chicago in 1997.

[Jim Miller, Partner, Ares Capital Management](#)

Jim Miller joined Ares in December 2006 in the Direct Lending Group and now serves as a Partner. Jim also serves on the Investment Committee of our investment adviser. Previously, Jim was a Vice President at Silver Point Capital, where he helped launch Silver Point's Commercial Finance venture and provided credit assessments on new investments. Prior to Silver Point Capital, Jim was a Vice President at GE Commercial Finance.

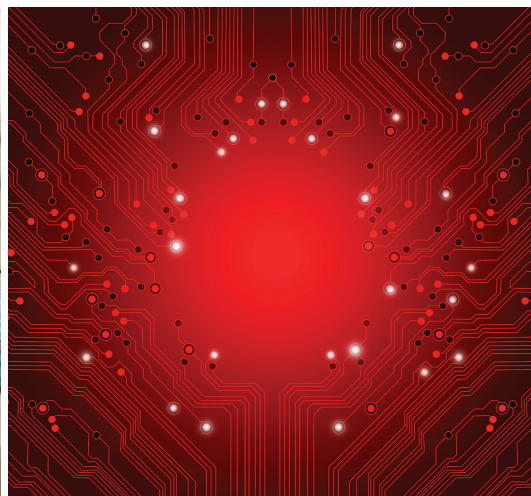
Jim received a B.A. in Economics from Fairfield University and an M.B.A. from Columbia University's Graduate School of Business.

[Robert Schleusner, Head of Global Leveraged Finance, Bank of America Merrill Lynch](#)

As managing director and head of Global Leveraged Finance for Bank of America Merrill Lynch, Robert and his team are responsible for the origination, structuring and syndication of high yield bonds, bridge loans and leveraged bank loans.

Prior to assuming his current role in 2011, Robert was head of the Leveraged Finance group in Charlotte and a senior member of the Leveraged Finance Capital Markets team where he focused on leveraged loans across various industry sectors. Robert was previously head of the Leveraged Acquisition Finance Group, focusing exclusively on transactions for financial sponsors. He joined the firm in 1997 as a member of the leveraged finance team.

Prior to joining Bank of America, Robert worked at Lehman Brothers in the commodity derivatives group. He formerly served on the board of the Loan Syndications and Trading Association. He earned a Master of Business Administration from New York University's Stern School of Business and a Bachelor of Science in Business from the University of Alabama.



SPEAKERS

Guest Speaker

Paul DePodesta

The New York Mets VP of Player Development and Scouting,
Entrepreneur & Subject of Moneyball



Paul DePodesta has made a career of evaluating, measuring and assigning value to talent, and is currently Vice President of Player Development and Scouting for the New York Mets.

Formerly the Executive Vice President of the San Diego Padres, and General Manager of the Los Angeles Dodgers during the 2004-05 seasons, DePodesta was the third-youngest person ever to assume the role of Major League GM. Assigned the task of turning around a team that had not won a postseason game since 1988, DePodesta guided Los Angeles to a Division title and a playoff victory in his first season at the helm.

Prior to joining the Dodgers, DePodesta served as Assistant General Manager of the Oakland Athletics from 1999 to 2003 – a tenure during which the A's tied for the best winning percentage in baseball (392-255). At the time of his hire, Oakland was one of the worst teams in the league, coming off of six losing seasons while posting one of the lowest payrolls in baseball. In an industry entrenched in ingrained thinking and outdated systems, the stagnant team needed the unique management and creative approach that A's GM Billy Beane and DePodesta brought to the table.

The conventional wisdom in Major League Baseball is that wealthy teams – who spend three times as much on talent as poor teams – will win out. But in DePodesta's final four seasons in Oakland, the A's won more regular season games than the New York Yankees, who during the same period spent \$350 million more on player payroll than did the Athletics. In rethinking how the system works by asking what DePodesta calls the naive question – “If we weren't already doing it this way, is this the way we would start?” – he and Beane revolutionized the way baseball teams are built.

Michael Lewis documented the A's remarkable success – despite a shoestring budget – under the Beane/DePodesta team in *Moneyball: The Art of Winning an Unfair Game*. In 2011 *The New York Times* best-seller was adapted into an Oscar nominated film featuring Jonah Hill as DePodesta (under the pseudonym Peter Brand). The *Moneyball* story is a hit not just with baseball fans but also with business leaders looking for new approaches to stagnant systems. Overhauling – rather than merely tweaking – the thought processes behind an outdated organization is essential for innovation and success, something DePodesta knows better than most. At the podium, he discusses the innovative strategies he used to create a winning team, as well as the application of these strategies in the corporate world.

Guest Speaker

Robert Glenn Hubbard

Dean, Columbia Business School



Glenn Hubbard was named dean of Columbia Business School on July 1, 2004. A Columbia faculty member since 1988, he is also the Russell L. Carson Professor of Finance and Economics. Hubbard received his BA and BS degrees summa cum laude from the University of Central Florida, where he received the National Society of Professional Engineers Award. He also holds AM and PhD degrees in economics from Harvard University. After graduating from Harvard, Hubbard began his teaching career at Northwestern University, moving to Columbia in 1988. He has been a visiting professor at Harvard's Kennedy School of Government and Harvard Business School, as well as the University of Chicago. Hubbard also held the John M. Olin Fellowship at the National Bureau of Economic Research.

In addition to writing more than 100 scholarly articles in economics and finance, Hubbard is the author of two leading textbooks on money and financial markets, as well as co-author of *Seeds of Destruction*; *The Mutual Fund Industry*; *The Aid Trap: Hard Truths About Ending Poverty*, and *Healthy, Wealthy, and Wise: Five Steps to a Better Health Care System*. His commentaries appear frequently in *Business Week*, *The Wall Street Journal*, *The New York Times*, *the Financial Times*, *the Washington Post*, *Nikkei*, and the *Daily Yomiuri*, as well as on television (on PBS's *Nightly Business Report*) and radio (on NPR's *Marketplace*).

In government, Hubbard served as deputy assistant secretary of the U.S. Treasury Department for Tax Policy from 1991 to 1993. From February 2001 until March 2003, he was chairman of the U.S. Council of Economic Advisers under President George W. Bush. While serving as CEA chairman, he also chaired the Economic Policy Committee of the OECD. In the corporate sector, he is on the boards of directors of ADP, BlackRock Closed-End Funds, KKR Financial Corporation, and Met Life.

Hubbard is co-chair of the Committee on Capital Markets Regulation; he is a past Chair of the Economic Club of New York and a past co-chair of the Study Group on Corporate Boards. Glenn, his wife, and two children live in New York.

Guest Speaker

Jessica Jackley

Founder and former Chief Marketing Officer, KIVA



Jessica Jackley is a Founder and former Chief Marketing Officer of KIVA, the world's first peer to peer microlending website. KIVA lets users lend as little as \$25 to poor entrepreneurs around the world, providing affordable capital for them to start or expand microenterprises. Named one of the top ideas of 2006 by *The New York Times* Magazine, and praised by Oprah, Bill Clinton and countless others, KIVA is one of the fastest-growing social benefit websites in history. Jackley was also recently praised by *Forbes*, named as one of 5 rising stars in Healthcare, Education, and the Environment.

Jessica Jackley also stars in a viral 2012 Best Buy television commercial about how her first laptop helped her start KIVA. Jackley is the recipient of the 2012 Symons Innovator Award, which recognizes the importance of women's participation in technology innovation and business.

Since its founding in 2005, KIVA has loaned over \$500 million from lenders to entrepreneurs across 206 countries. For all its success, KIVA remains focused on a simple mission to connect people through lending to alleviate poverty, one person at a time. Jackley was also a founder and CEO of ProFounder, which joined forces with GOOD in 2012 to create innovative tools and experiences for entrepreneurs to crowdfund.

Jackley first saw the power and dignity of microfinance while working in East Africa with a microenterprise non-profit. Convinced that social change happens across all sectors, Jackley has worked in public, nonprofit, and private organizations including the Stanford Center for Social Innovation, Amazon.com, Potentia Media and many others.

Jessica currently serves as a Venture Partner with the Collaborative Fund, focused on investing in creative entrepreneurs who want to change the world through emerging technologies. She is also the director of the board for Habitat for Humanity and is a Visiting Practitioner at Stanford University's Center for Philanthropy and Civil Society. Also an educator, Jackley was Barer Visiting Fellow at Drew University, taught Global Entrepreneurship at the Marshall School of Business at USC, and lectures frequently at other universities around the country. She holds an MBA from the Stanford Graduate School of Business and a BA in Philosophy and Political Science, and serves as an active advisor and board member on several organizations championing women, microfinance, tech, and the arts. Discussing a wide range of timely issues, from economic development to women's empowerment to Web 2.0, she reminds us that, at the heart of social entrepreneurship, the relationships we form with each other and the extent to which we believe in each others' potential are the most powerful forces for positive change.

Guest Speaker

David Kidder

Co-founder and CEO, Bionic



David Kidder is the co-founder and CEO of Bionic, an enterprise innovation accelerator and platform. Prior to Bionic, Kidder served as the co-founder and CEO of Clickable, a digital advertising software service (acquired by Syncapse). Prior to Clickable, Kidder co-founded SmartRay Network, a mobile advertising pioneer (acquired by LifeMinders). In 2008, he received the Ernst & Young's Entrepreneur of the Year Award. In *The Startup Playbook*, his insightful interviews with successful startup entrepreneurs reveal the secrets to launching and commercializing successful startups and enterprise innovations.

A graduate of the Rochester Institute of Technology, Kidder received ID Magazine's International Design Award and Ernst and Young's Entrepreneur of the Year Award in 2008. He is an active angel investor through his fund, Alt Option Return, is a founding member of the the Acumen One Percent Fund, and serves on the National

Board of the Smithsonian. He is the creator and co-author of the two-time New York Times bestselling five-book series *The Intellectual Devotional*, published by Rodale.

In *THE STARTUP PLAYBOOK: The Secrets of the Fastest-Growing Startups From Their Founding Entrepreneurs*, David Kidder shares the raw experiences of some of the world's most influential entrepreneurs and CEOs, revealing their philosophies and strategies for winning in complex and unforgiving marketplaces. Drawing on his unprecedented access to these men and women, Kidder creates a highly instructional tour of the proprietary ideas and strategies of some of the most extraordinary and successful entrepreneurs of our time. *The Startup Playbook's* findings have significant implications for companies small and large, and it was cited as one of the most influential books of 2012 by General Electric CEO Jeff Immelt in the 2012 Annual Shareholder Letter (March 2013).

Kidder, whose expertise lies in digital advertising and enterprise innovation, believes that the entrepreneurial spirit isn't – nor should it be – strictly for startups. On stage, he gives a raw, insider's look at the ideology and actions of today's greatest entrepreneurs that any company can learn from.

Guest Speaker

Scott Rasmussen

Founder and President, Rasmussen Media Group



Scott Rasmussen is founder and president of the Rasmussen Media Group. He is a political analyst, author, public speaker and columnist for Creators Syndicate. His firm's mission, based upon deep respect for the common sense wisdom of the American people, is to refine, enlarge, and empower the voice of mainstream America. *The Wall Street Journal* calls Scott "a key player in the contact sport of politics." *The Washington Post* adds that he is a "driving force in American politics."

Scott became a *The New York Times* bestselling author with *The People's Money*. The book demonstrated how the American people are the solution to budget issues, rather than the problem. It showed specific proposals supported by a majority of voters that would balance the budget, completely eliminate the federal debt and prepare the nation for the 21st century.

He is an especially harsh critic of crony capitalism and the unholy alliance between big government and big business. He also believes that the gap between the American people and their political leaders is bigger today than at any time since 1776.

In an earlier book, *In Search of Self-Governance*, Scott noted that "the American people do not want to be governed from the left, the right, or even the center. They want to govern themselves."

In 2003, Scott founded Rasmussen Reports and served as its president until July 2013. Within six years of its founding, Rasmussen led the firm to become the most visited public opinion website and the most searched for source of public opinion data on Google. The pop culture presence of the firm was highlighted by mentions on popular television shows like *The West Wing*, *The Tonight Show* and *Gossip Girl*.

Scott did his first radio commercial at the age of 7. He dropped out of college to announce for a major league hockey team and served as emcee for hockey legend Gordie Howe's 50th birthday celebration. He later returned to school to graduate from DePauw University and earn his MBA at Wake Forest University.

Earlier in his career, Scott and his father founded the cable sports network ESPN.

Guest Speaker

Erik Wahl

Artist and Consultant, Creative Process



Erik Wahl is an internationally recognized graffiti artist, # 1 best selling author and entrepreneur. Erik redefines the term “keynote speaker.” Pulling from his history as both a businessman and an artist, he has grown to become one of the most sought-after corporate speakers available today. Erik’s on-stage painting seamlessly becomes a visual metaphor to the core of his message, encouraging organizations toward profitability through innovations and superior levels of performance.

Erik’s bestselling business book *UNTHINK* was hailed by *Forbes* Magazine as THE blueprint to actionable creativity and by *Fast Company* Magazine as Provocative with a Purpose.

Erik’s understanding of vision was originally born in the school of disappointment.

After a eight-year career as a partner in a corporate firm, he became frustrated by the lack of innovative thought and corresponding profits he saw in business. So he set out to challenge companies to change their way of thinking, while simultaneously pursuing his own individual passions. He rediscovered his love for art, and now plays in the business world by working through his art.

In the past 10 years, he has shared his incredible message with the largest and most influential companies in the world, leaving behind his prized artwork as a reminder of his passion for breakthrough thinking. He’s the Warhol of Wall Street, the Renoir of ROI, the Picasso of Productivity, the Jobs of... well, having a Job.



ATTENDEES

as of October 1, 2018

Alert Logic

Kimberly Bowron, *HR Leader*
Gray Hall, *CEO*
Paul Marvin, *CFO*
Ben Matheson, *Commercial Leader*

Aptuit

Kurt Dinkelacker, *CFO*
John Fikre, *General Counsel*
Jonathan Goldman, *CEO*
Dave Stevens, *Sr. Director*
Tim Tyson, *Chairman*

Ardent

Clint Adams, *CFO*
James Grimes, *CAO*
Neill Hemphill, *HR Leader*
Steve Petrovich, *GC*
Dave Vandewater, *CEO*

Aspen/European Surgical Partners

Mark Kopser, *CEO*
Des Shiels, *CEO*

Asurion

Ryan Kasprzak, *VP*
Kevin Taweel, *CEO*

Carespot

Dan Murphy, *CAO*
Jon Sundock, *GC*

GetWellNetwork

Dave Bennett, *COO*
Sharon Kaufman, *HR Leader*
Pankaj Kulkarni, *VP*
Sean Lara, *VP*
Michael O'Neill, *CEO*
Bart Witteveen, *CFO*

K2M

Greg Cole, *CFO*
Larry Found, *HR Leader*
Dave MacDonald, *SVP, Ops*
Eric Major, *CEO*

Lytx

Tonya Cross, *HR Leader*
Doron Lurie, *Commercial Leader*
Adam McCarty, *New Ventures*
Paul Pucino, *CFO*
Dave Riordan, *COO*

Matrix

Randy Dobbs, *CEO*
Brian Esterly, *Commercial Leader*
Chaz Hinkle, *HR Leader*

National Dentex

Eldridge Banks, *HR Leader*
Mark Brockelman, *CFO*
Scott Burns, *VP, Business Development*
Steve Casper, *CEO*

NaviHealth

Pat Bradford, *HR Leader*
Carter Paine, *Commercial Leader*
Karey Witty, *CFO*

OHL

Randy Curran, *CEO*
Frank Eichler, *EVP, GC*
Hoyt Fitzsimmons, *HR Leader*
Matt Hoogerland, *CFO*
Randy Tucker, *President, Contract Logistics*
Jeremy Wright, *SVP*

Onward

Kevin Clark, *CEO*
Will Drescher, *CEO, Locum Partners*
Mike Dylag, *CFO*

Oxford

Tim Lex, *COO*
Alden Philbrick, *CEO*

Paycom

Craig Boelte, *CFO*

Smile Brands

Cheryl Dore, *HR Leader*
Tracey Moses, *VP Marketing*
Dan Wechsler, *CEO*
David Young, *CFO*

Springstone

John Flanagan, *VP, Business Development*
Jill Force, *GC*
Laura Hamrick, *HR Leader*
Earl Reed, *CEO*
Jim Schnuck, *CFO*
Dan Thomas, *COO*

SRS

Tony Aquila, *CEO Solera*

Titan

Craig Abolt, *CFO*
Donald Allman, *CEO*
JD Allman, *Business Development*
Eileen Crossin, *General Manager*
Scott Goldsmith, *Commercial Leader*
Mary Hamilton, *HR Leader*

TransFirst

Nancy Disman, *SVP*
Andrew Rueff, *CAO*
John Shlonsky, *CEO*
Kathy Tuite, *SVP*

U.S Anesthesia Partners

Kris Bratberg, *CEO*
Greg DeAtkine, *COO*
David Blaylock, *Physician Leader*
Alan Glenesk, *Physician Leader*
Michael Holland, *CDO*
Scott Holliday, *Physician Leader*
Alan Ross, *HR Leader*
Thomas Swygert, *Physician Leader*
Brad Wear, *CFO*

Universal American

Richard Barasch, *CEO*
Jeffrey Robinson, *HR Leader*

USPI

Jason Cagle, *CFO*
Mark Garvin, *Group President*
Sandi Karrmann, *HR Leader*
Phil Spencer, *Commercial Leader*
Bill Wilcox, *CEO*

Valeritas

William Duke, *CFO*
Kris Peterson, *CEO*

LP & Guest Attendees

Xiaoqing Bai, *China Investment Corporation*

Humaid Bin Bishr, *ADIA*

Jeff Cox, *Mercer*

Jeff Edwards, *Teacher Retirement System of Texas*

John Fraser, *3i Group*

Rui Han, *China Investment Corporation*

Leland Hart, *BlackRock*

Andrew Kwee, *LGT Capital Partners (USA)*

Jim Miller, *Ares Capital Management*

Robert Schleusner, *Bank of America Merrill Lynch*

Ryan Schneider, *Temasek International*

Keynote Speakers

Paul DePodesta, *NY Mets*

Glenn Hubbard, *Columbia University*

Jessica Jackley, *The Collaborative Fund*

David Kidder, *Bionic*

Scott Rasmussen, *Rasmussen Media Group*

Erik Wahl, *Artist*

MOVE Attendees

Bruce Anderson, *General Partner*

Russell Carson, *General Partner*

Anthony de Nicola, *General Partner*

Michael Donovan, *General Partner*

Tony Ecock, *General Partner*

Eric Lee, *General Partner*

Scott Mackesy, *General Partner*

Paul Queally, *General Partner*

Jonathan Rather, *General Partner*

Brian Regan, *General Partner*

Thomas Scully, *General Partner*

Christopher Solomon, *General Partner*

Sanjay Swani, *General Partner*

Sean Traynor, *General Partner*

Caroline Bal, *Investor Relations*

Darren Battistoni, *Investment Professional Principal*

Scott Bontempo, *Resources Group*

David Caluori, *Investment Professional Principal*

Alex DeAraujo, *Resources Group*

William Eisenbeis, *Resources Group*

Conner Esworthy, *Investment Professional*

Bill Frank, *Resources Group*

Jeff Gallant, *Resources Group*

James Gilbert, *Resources Group*

Ryan Harper, *Investment Professional VP*

Leigh Herzog, *Investor Relations*

Fran Higgins, *Investor Relations*

Steve Larned, *Resources Group*

Jurgen Leijdekker, *Resources Group*

Mike McDonnell, *Resources Group*

Connor McGauley, *Resources Group*

Conner Mulvey, *Investment Professional VP*

Eileen Nelson, *Investor Relations*

Edward Novinski, *Resources Group*

Daniel Pelak, *Resources Group*

Jake Petoskey, *Resources Group*

Katherine Seward, *Resources Group*

Edward Sobol, *Investment Professional Principal*

Josh Sullivan, *Resources Group*

Mark Tomaino, *Resources Group*

Rick Willett, *Resources Group*

Co-Presidents



Tony de Nicola*



Paul Queally*

Founding Partners



Pat Welsh



Russ Carson*



Bruce Anderson

General Partners



Mike Donovan



Tony Ecock



Jon Rather*



Brian Regan



Chris Solomon



Eric Lee



Scott Mackesy*



Tom Scully



Sanjay Swani*



Sean Traynor

* Management Committee



SUPPLIERS

The following is a list of recommended suppliers and consultants with negotiated deals for MOVE Portfolio Companies. For more information on any of these partnerships, contact Jeff Gallant (jgallant@welshcarson.com), Scott Bontempo (sbontempo@welshcarson.com) or your Resources Group Generalist.

IT

IT Hardware (Laptops, Desktops, Servers)



HP is a multinational information technology corporation that provides hardware, software and services to consumers, small- and medium-sized businesses (SMBs) and large enterprises.



Dell is a multinational computer technology company that develops, sells, repairs and supports computers and related products and services

IT Peripherals



CDW is a leading provider of integrated information technology solutions in the U.S. and Canada serving small, medium and large business, government, education and healthcare customers.

Conference calling, webinars



InterCall, a subsidiary of West Corporation, is the largest conference and collaborations service provider in the world, and a leading provider of global cloud-based unified communications services.

Network Infrastructure



Cisco Systems, Inc. is a multinational corporation that designs, manufactures, and sells networking equipment.

3rd Party Maintenance



Systems Maintenance Services (SMS) offers an adaptive suite of managed IT asset lifecycle support services developed to meet the unique requirements of an organization's evolving infrastructure.

Hosting



Amazon Web Services is a collection of remote computing services that together make up a cloud computing platform, offered over the Internet by Amazon.com.

IT (Continued)

Application Development (Offshoring)



HCL Technologies brings IT and engineering services expertise under one roof to solve complex business problems for its clients.

Software



Software Contract Solutions provides IT vendor contract management services and resources.

Expense Management



Concur is a leading provider of integrated travel and expense management solutions.

Telecom (Mobile)



Verizon Wireless provides wireless services to 122 million subscribers as of Q1 2018.

Telecom (Voice, Data)



Formerly known as Teleware

Alsbridge is a technology consulting firm providing cost optimization and network transformation services to clients worldwide.

Telecom (POTS)



Granite is the leading corporate communications service provider to multi-location companies through scalable solutions, customized to manage all local, regional, and national locations.

Administrative Products

Office Supplies



Staples offers more products than ever, such as technology, facilities and breakroom supplies, furniture, safety supplies, medical supplies, and Copy and Print services.

Multi-Function Devices



Xerox is the world's leading enterprise for business process and document management. Our technologies, expertise and services enable your business to operate more efficiently and effectively, whatever the situation.

Administrative Products *(Continued)*

Mailroom Equipment



Pitney Bowes provides shipping & mailing solutions, data management & engagement software & location intelligence.

Travel

Hotels



The most recognized name in the industry, **Hilton Hotels & Resorts** stands as the stylish, forward thinking global leader of hospitality.

Rental Cars



National Car Rental is a premium, internationally recognized brand serving the daily rental needs of the frequent airport traveler throughout the United States, Canada, Mexico, the Caribbean, Latin America and Asia.

Travel Agency/Airline



CWT delivers efficient and innovative solutions for business travel and meetings and events management, by leveraging our global reach with superior service.

Credit Card



American Express offers world-class Charge and Credit Cards, Gift Cards, Rewards, Travel, Personal Savings, Business Services, Insurance and more.

Human Resources

Temporary Labor



From professional services, commercial staffing, recruitment process outsourcing, to managed services and more, **Randstad** delivers a comprehensive range of temporary, temporary-to-hire, permanent placement and outsourced placement services.

Human Resources *(Continued)*

Background Screening



General Information Services, Inc. (GIS) provides fully integrated background screening with various platform options available for accessing services individually or as part of customized background screening packages.

Recruitment Process Outsourcing (Professional & Director Level & below)



Novotus solves recruiting problems. We partner with companies to help them attract, recruit, hire the talent they need to grow their business, at a lower cost than traditional options.

Employee Healthcare (including Rx)



Mercer is a global consulting leader in talent, health, retirement, and investments. Mercer helps clients around the world advance the health, wealth, and performance of their most vital asset – their people.

401k Administration



Prudential offers Life Insurance, Annuities, Mutual Funds, Group Insurance, Retirement Services, Investment Management, and other financial services to help individual and institutional customers grow and protect their wealth.

401k Administration (continued)



Fidelity is one of the largest mutual fund companies, the leading provider of workplace savings plans in the U.S., and the country's No. 1 provider of Individual Retirement Accounts (IRAs).

Real Estate

Energy



ERS is a thought leader in energy consulting with an established reputation for innovative project development and energy assessment work for commercial and industrial energy efficiency.

Real Estate (Continued)

Furniture



Interior Design Services, Inc. is a full service provider IDS offers Interior Design, Interior Architecture, Space Planning, and Facilities Management Services for Corporate, Financial, Educational and Healthcare facilities.

MRO



Grainger is a leading distributor of industrial supplies, MRO equipment, tools and materials. With access to over 900,000 industrial supply products available online and in our print catalog, we provide maintenance, repair, and operational solutions for your business.

Leasing, Land & Facilities



CBRE is the global leader in real estate services and investment.

Solid Waste



With a range of commercial waste and business recycling services configured to meet environmental goals, **Republic** can help improve your bottom line.

Signage



Signcraft Screenprint, Inc. offers durable, all-weather decals, quality screenprinting, and identification graphics to small and medium-sized companies as well as Fortune 500 companies worldwide

Lighting



GE Lighting is the professional division of General Electric specializing in lighting solutions all around the world.

Services

Small Parcel



FedEx Express is the world's largest express transportation company, providing fast and reliable services for more than 3.9 million shipments each business day.

Services (Continued)

Corporate Insurance



Lockton Companies Inc. is the world's largest privately held insurance brokerage firm, providing insurance, risk management and employee benefits solutions.



Aon (NYSE:AON) is the leading global provider of risk management, insurance and reinsurance brokerage, and human resources solutions and outsourcing services.



MOVE has developed a relationship with the Macquarie Insurance Facility (MIF) to provide a leveraged corporate insurance purchasing approach for our portfolio companies. MIF is backed by world class global insurers such as **AIG, Zurich** and **ACE**.

Fleet



GE Fleet Services provides commercial car and truck financing and fleet management services to help you save time and money and reduce environmental impact.

3rd Party Logistics



OHL is one of the largest 3PL companies in the world, providing integrated global supply chain management solutions including transportation, warehousing, customs brokerage, freight forwarding, and import and export consulting services.

Tax Credits/Incentives



Crowe Horwath LLP is a public accounting and consulting firm offering Audit, Tax, Advisory, Risk, and Performance Services.

Document Storage



Iron Mountain provides solutions for records management, data backup and recovery, document management, secure shredding, and data centers.

Services (Continued)

Janitorial Services



Coverall provides national health-based cleaning solutions for offices, commercial & medical facilities.

Commercial Print

RR DONNELLEY

RR Donnelley provides Print, Digital and Supply Chain Solutions. We help create powerful and cost effective solutions that span the full breadth of the communications life-cycle.

Merchant Processing



TransFirst offers industry-specific Credit Card Processing solutions for all size businesses.

Food Services



Entegra Procurement Services is part of a global procurement network that manages more than \$5 billion in spend for food, services and supplies, and serves more than 30,000 client sites throughout the United States.

Healthcare

Med Surg and Pharma



Henry Schein is a worldwide distributor of medical, dental and veterinary supplies including vaccines, pharmaceuticals, financial services and equipment.

Lab Supplies



VWR International, LLC, is a global laboratory supply and distribution company..

Procurement Tools

Spend Analytics



TrackVia is an application platform that empowers end users to rapidly build their own business applications with zero programming, replacing generic software, databases or spreadsheets.

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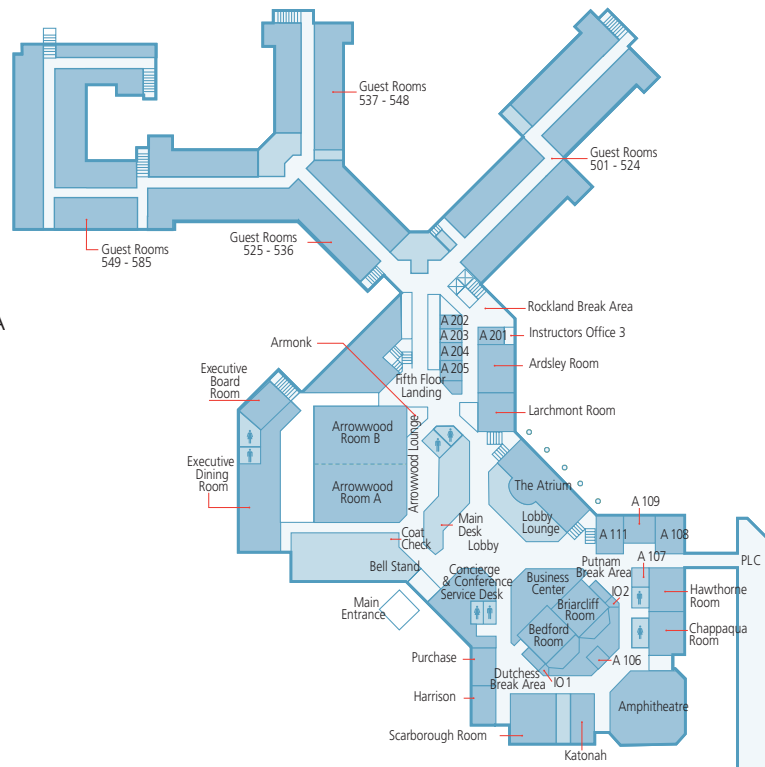
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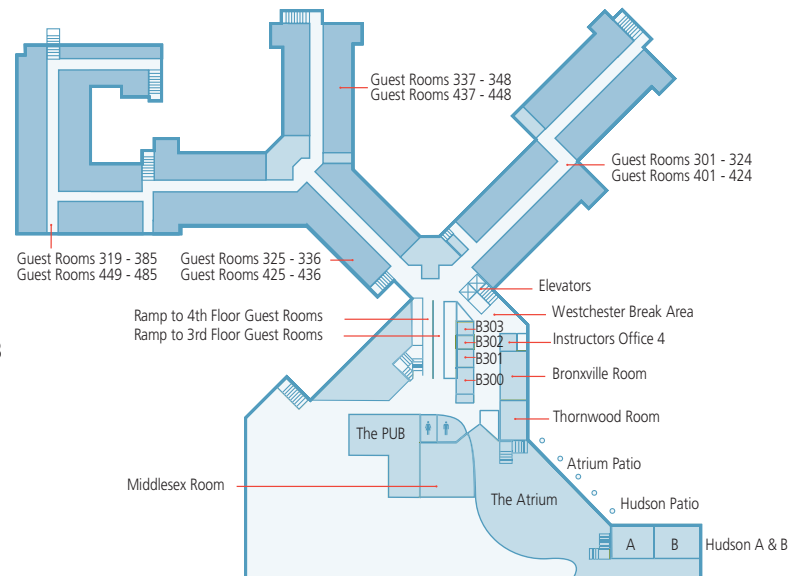
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2018 MOVE Portfolio Company (CXO) Conference
Doral Arrowwood Conference Center • Rye Brook, NY

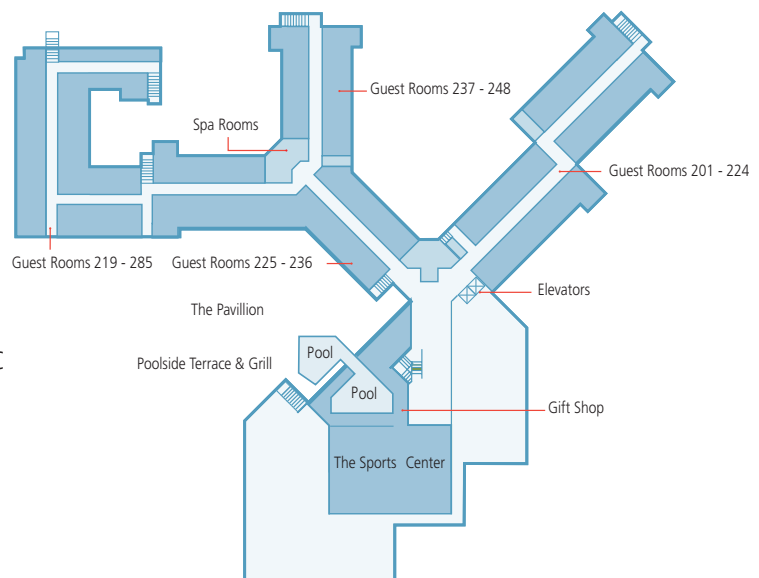
Level A



Level B



Level C





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