



## **Information Services Group actively looking for acquisition targets with expertise in advisory services, CEO says**

By Ilene Friedland in Boston

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Information Services Group (NASDAQ: III), the Stamford, Connecticut-based provider of advisory services is seeking acquisitions that can provide additional services to C-Level executives, said CEO Michael Connors.

Connors said that Information Services Group (ISG) is interested in target companies that can provide advisory and other information-based services for the C-Suite. He explained that ISG is already providing top level executives with advisory services related to optimizing businesses processes and selecting outsourcing alternatives and the company is interested in adding additional services for these executives. He added that services could be focused on the CEO, the CFO, the top IT executive or the head of human resources as well as other members of high level management teams. Services can be focused on companies in a variety of industries including consumer products, retailing, financial services, manufacturing, media, marketing, healthcare, legal, government, telecommunications and technology.

Acquisition size should be in the range of USD 50m to 200m. Connors noted that "ISG is interested in companies in niche markets that may want to go public by being acquired by ISG or need help getting to the next level," Connors said.

The primary location for target companies is the US and Europe. Targets located in Asia could also be of interest.

ISG will probably use stock for acquisitions depending upon the size of the deal.

Connors said that ISG has been very active in looking for potential targets and has also been approached directly by target companies. He said that ISG is working with investment bankers, including Deutsche Bank, to look for potential acquisition targets and ISG is interested in speaking with additional investment bankers about acquisition opportunities and also directly with companies that are interested in being part of ISG.

ISG was founded in 2006 as a SPAC (Special Purpose Acquisition Company) with the purpose of finding an acquisition in the information services industry. In November of 2007 ISG acquired TPI, a management advisory firm, for USD 230m. Connors noted that TPI had about one-hundred and fifty million in revenue when it was acquired.

On 25 September of this year the company announced that David Berger had been appointed the new CFO of ISG. Berger had previously been the senior vice president and corporate controller at The Nielsen Company. Connors noted that Berger has extensive experience in acquisitions and will be using that experience at ISG.

ISG has a market cap of approximately USD 124m. The company reported annual revenues of USD 174.8m for 2008. Revenues for the first half 2009 were USD 65.8m.

The company's corporate legal counsel is Simpson Thacher.

Connors was previously the Chairman and CEO of the Media Measurement & Information (MMI) group of VNU, which is now The Nielsen Company. He was also Vice Chairman of ACNielsen Corporation and Senior Vice President of The Dun & Bradstreet Corporation.