

# ISG First Acquisition To Be TPI

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5 June 2007

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It didn't take long for Information Services Group Inc., a Stamford-based blank check company, to make its first acquisition.

After completing its initial public offering Feb. 1, ISG has agreed to acquire privately held Technology Partners International Inc. for \$280 million in cash.

TPI is considered the largest independent sourcing advisory firm in the world focusing on the design, implementation and management of sourcing strategies for major corporate clients.

TPI's management will continue to own a stake, investing 30 percent of their proceeds from the transaction in ISG stock at closing, which is expected in the fourth quarter.

"This is a great company that meets every criteria we set for our first acquisition," said Michael Connors, chairman and chief executive officer of ISG, which raised \$258 million through a public offering and is listed on the American Stock Exchange.

Based in Houston, TPI's 430 employees in Australia, France, Germany, India, Japan, the Netherlands, New Zealand, Singapore, Sweden and the United Kingdom will stay in place, said Connors, former chairman and CEO of the Media Measurement & Information Group of VNU, now known as the Nielsen Co.

ISG, located at 4 Stamford Plaza on Elm Street, was formed with a focus on business, media, marketing and consumer information services.

Founded in 1989, TPI is the ideal platform for growth, he said.

"We were looking for an industry leader with growth. When you can hit a home run, you take it," said Connors, who knew that TPI also was talking with private equity firms.

ISG had two advantages that impressed TPI management — the ability to offer them publicly traded stock and the experience of its executives in information services, he said.

TPI recorded revenue of \$147 million in 2006. During the past five years, it has generated more than 20 percent compounded annual growth. Its clients include AT&T, Bombardier, ChevronTexaco, Diageo, Goodyear, P&G, Pfizer, PS&G, Singapore Airlines and Volvo.

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TPI provides proprietary data to corporations to optimize their business processes through insourcing, offshoring, shared services and outsourcing. It has advised 337 companies on the Forbes Global 2000 and derives more than 25 percent of its revenue from outside the United States.

The acquisition will result in more growth for TPI, said Ed Glotzbach, its president and chief executive officer.

“TPI has come a long way in the past 17 years, and we believe that Mike Connors and the ISG team will provide further leadership and expertise that will help our business be even more successful in our future together,” he said.

ISG’s quick action in buying TPI did not surprise Walter Dolde, associate professor of finance at the School of Business Administration at the Stamford branch of the University of Connecticut.

“In the last couple of years, we’re in a brave new world,” he said. “There’s so much money and new (investment) companies that there’s so much pressure to do deals before someone else does. In traditional private equity, it’s high risk and high reward.”