



BUSINESS SERVICES

*Quarterly Update
Second Quarter 2018*



CAPITAL PLACEMENTS • MERGERS, ACQUISITIONS & DIVESTITURES • RESTRUCTURINGS

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Q2 2018 Highlights

August, 2018

For the Second Quarter of 2018, the SCA Business Services Index outperformed the S&P 500. While the S&P 500 increased by 5.3% despite growing concerns over trade restrictions, the SCA Business Services index was up 8.3%. HR services (up 20.8%) led all sectors followed by Information Services (up 13%) and Marketing Services (up 12.7%). The only sector that substantially underperformed was Professional Staffing (down 8%) which was negatively impacted by concerns about the tight labor market and the ability to fill positions and pass along rising salary and benefit costs.

The Business Services sector experienced accelerating interest in all types of technology enabled business services during the second quarter, with a healthy balance between platform PE acquisitions and strategic consolidation acquisitions. Notable merger and acquisition transactions during the quarter included:

- Privately held Concentrix Corporation agreed to acquire Convergys Corporation (NYSE:CVG), a leading provider of customer management services for \$2.5 billion
- Ankura Consulting Group entered into a definitive agreement to acquire Thoreau Holdco and Navigant Consulting (Europe) from Navigant Consulting (NYSE: NCI) for \$470 million
- Littlejohn & Co. LLC acquired a minority interest in Motion Recruitment Partners, a provider of IT permanent placement and contracting services
- Blue Wolf Capital Partners LLC and Yellow Point Equity Partners LP acquired a majority stake in The State Group, a provider of comprehensive electrical and mechanical trade contract services to Fortune 100 companies
- HCL America, Inc. agreed to acquire Telerx Marketing, a provider of business process outsourcing services, specializing in the multi-channel engagement of consumers, patients, and healthcare professionals for \$60 million
- General Information Services, Inc. entered into a definitive agreement to acquire HireRight, a provider of on-demand employment background checks, drug and health screening, and electronic Form I-9 and E-Verify solutions
- Mountview Partners LLC acquired TargetRecruit, a provider of a talent management platform with a suite of customizable applications

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



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 Recent Representative Engagements *

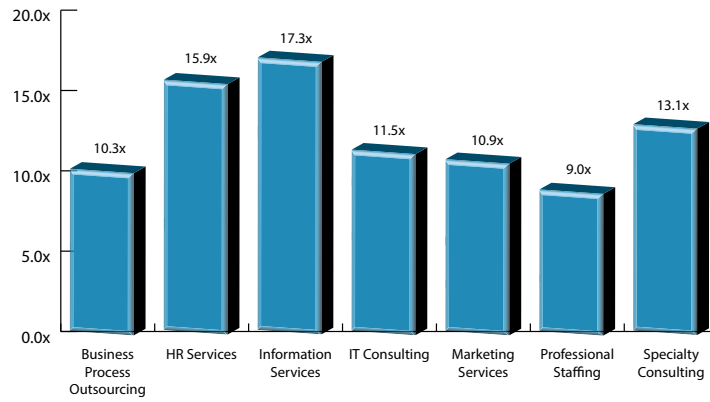
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HEALTHCARE	 has merged with  Financial Advisor to Rockford Health System	\$75,000,000  has affiliated with  Virginia Commonwealth University Health System Financial Advisor to Community Memorial Healthcenter	\$690,600,000 Sale of Assets on behalf of  MedCath Corporation (Nasdaq: MDTH) Sell Side Advisor	 has acquired an interest in  Financial Advisor to Physician Members of Siouxland Surgery Center
FINANCIAL SERVICES	\$100,000,000 Capital Placement  Placement Agent and Financial Advisor	\$750,000,000 Assets under Management  Fiduciary Oversight	\$150,000,000 Sale of REO Portfolio  Sell Side Advisor	\$4,500,000,000 of Assets  Financial Advisor
REAL ESTATE AND INFRASTRUCTURE	\$357,000,000  has been acquired by  Sell Side Advisor	\$118,000,000 Sale of senior notes secured by property located at 610 Lexington Avenue New York  Financial Advisor	\$212,320,000 Debt Restructuring  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  Restructuring Advisor	 Financial Advisor to Chairman of the Board and its Disinterested Directors in Connection with Chapter 11 Bankruptcy	 Pasadena Tank Corporation has merged with  HMT, Inc. a company sponsored by Berkshire Partners LLC Financial Advisor to Pasadena Tank Corporation
MANUFACTURING, BUSINESS SERVICES, OTHER	 has acquired  Tandem Staffing Solutions, Inc. an affiliate of Cerberus Capital Management Buy Side Advisor	 has been acquired by  (TSX:SMT) Sell Side Advisor	 Tensor 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  has been acquired by  a Company Sponsored by  Buy Side Advisor

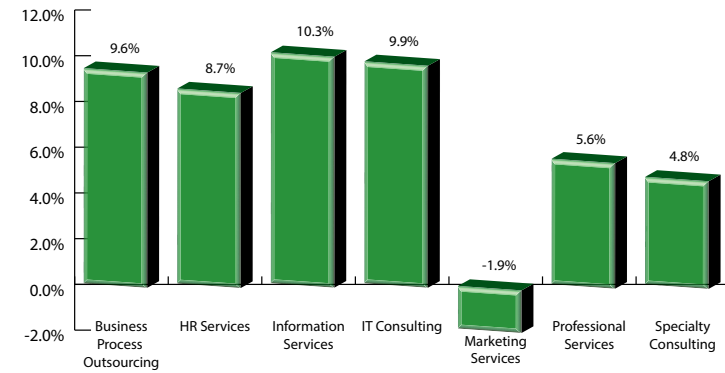
* Includes transactions led by the team of SOLIC professionals at predecessor firms

Market Overview

Enterprise Value to NTM EBITDA by SCA Sector

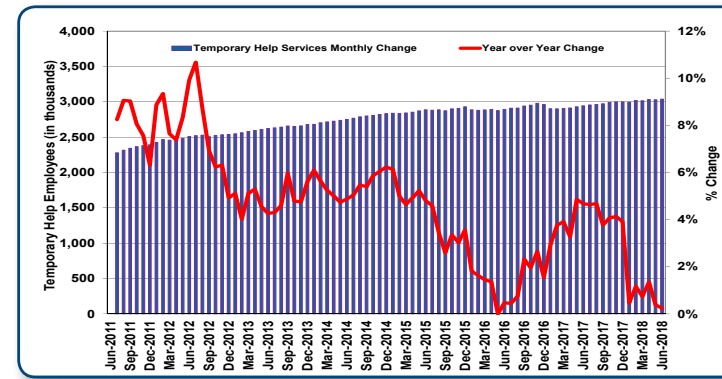


LTM Annual Revenue Growth by SCA Sector

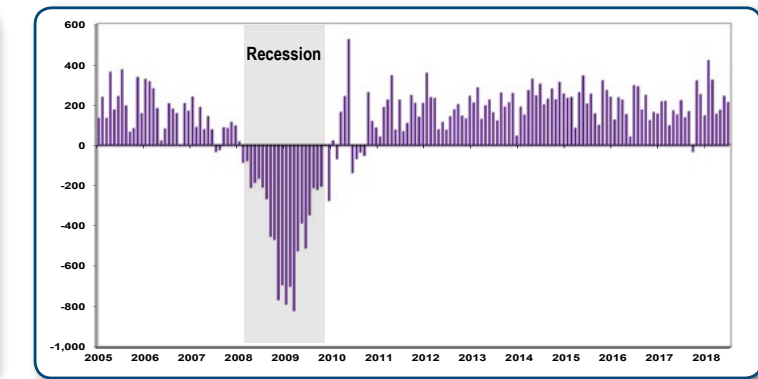


Revenue and EBITDA valuation multiples strengthened in Q2 compared to Q1, despite a decrease in deal volume activity.

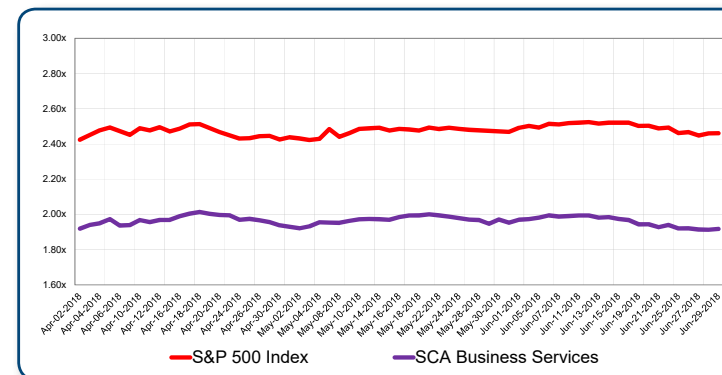
Temporary Help Services Trends



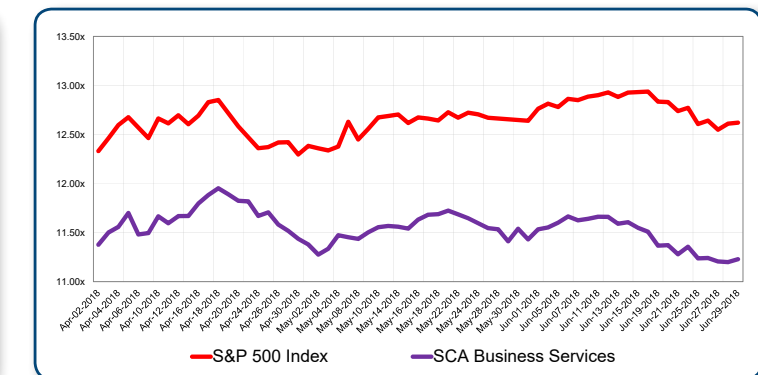
Net Change in U.S. Employment



SCA Business Services Universe vs. S&P 500 Total Enterprise Value / Revenue



SCA Business Services Universe vs. S&P 500 Total Enterprise Value / EBITDA

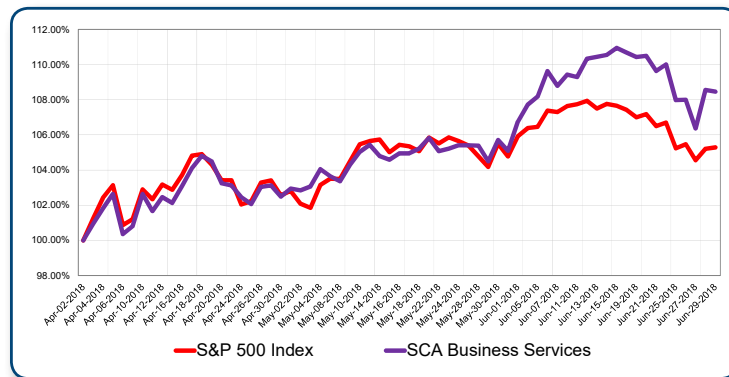


* Please see pages 22-25 for SCA Business Services Universe and additional information in the "Notes" section at the end of this report

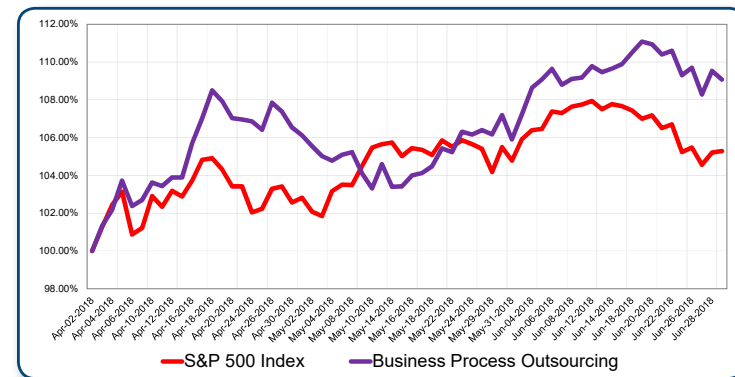
Sector Stock Performance (one year)



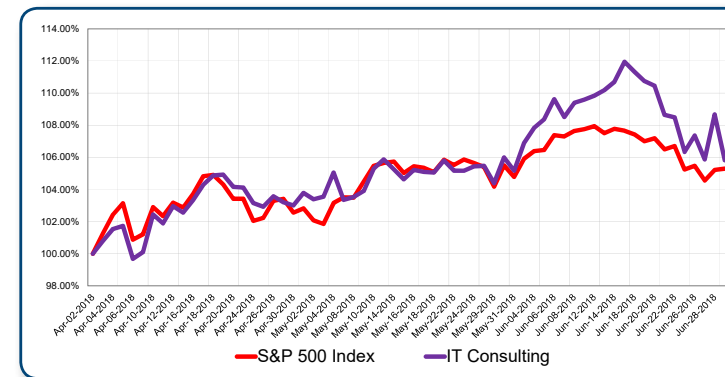
SCA Business Services Universe vs. S&P 500



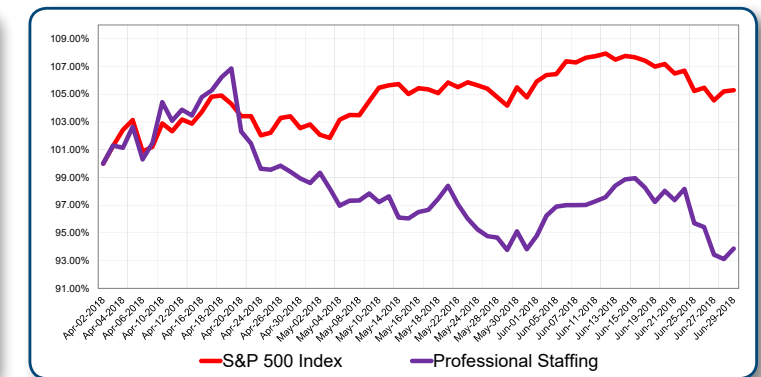
SCA Business Process Outsourcing Sector vs. S&P 500



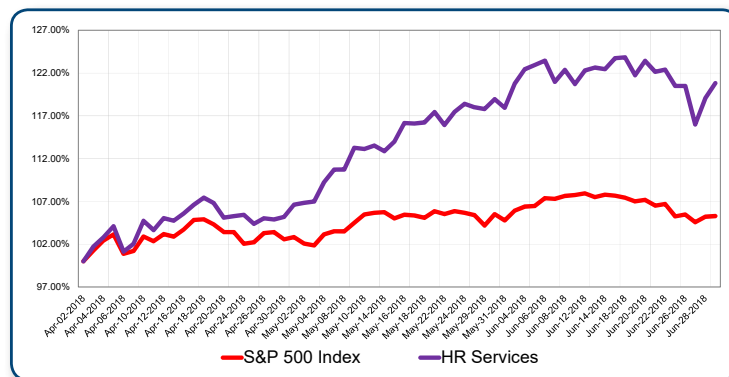
SCA IT Consulting Sector vs. S&P 500



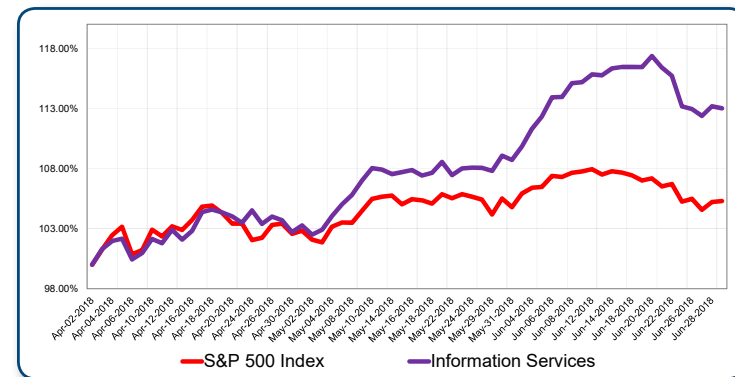
SCA Professional Staffing Sector vs. S&P 500



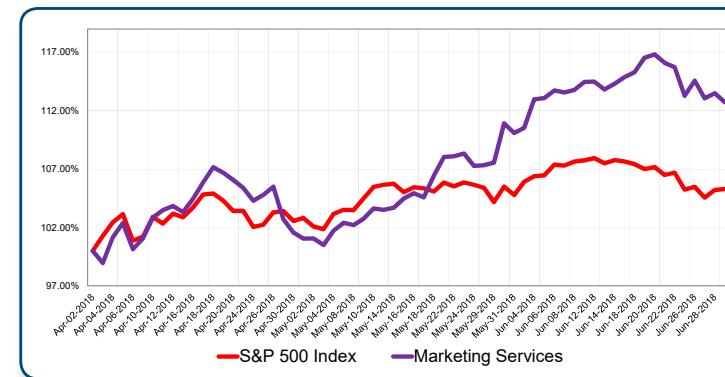
SCA HR Services Sector vs. S&P 500



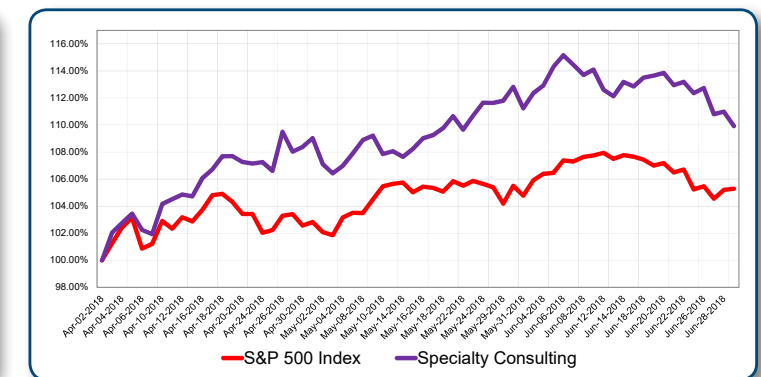
SCA Information Services Sector vs. S&P 500



SCA Marketing Services Sector vs. S&P 500



SCA Specialty Consulting Sector vs. S&P 500



* Please see pages 22-25 for SCA Business Services Universe and additional information in the "Notes" section at the end of this report

Notable Industry Developments



S&P Information Technology Index Momentum Chugs Along

The Standard and Poor's Information Technology Index continued its unprecedented growth over the past year with an increase of +9.5% during the second quarter of 2018 compared to a +3.2% increase in the first quarter of 2018. Continued trade tariff discussions and policy uncertainty fueled equity trading volatility. The S&P Information Technology Index outperformed the S&P 500 index by +4.17% during the second quarter of 2018 with the S&P 500 index posting a moderate gain of +5.29%.

Professional Services Industry Leads Gain as June Employment Increases by 213,000

Total nonfarm payroll employment, as reported by the Bureau of Labor Statistics, drastically expanded by +213,000 in June continuing the job creation momentum of a robust gain of +244,000 in May. Increases in professional service jobs led the sectors with an increase of +50,000, with manufacturing reporting gains of +36,000, healthcare gains of +25,000, and construction gains of +13,000. Only the retail sector contracted with a loss of -22,000 compared to last month. The unemployment rate slightly increased by 20 basis points to 4.0% and the number of unemployed persons increased by 499,000 to 6.6 million.

Small Business Optimism Remains High in 2018

The most recent National Federation of Independent Business (NFIB) report states the NFIB Small Business Optimism Index slightly contracted in June, falling -0.6 points since May to 107.2. However, as the index has averaged 105.4 since December 2016, it remains amongst the highest readings in the history of the survey. For the first time, federal taxes are no longer the one problem for small business owners due to the recent federal tax bill. Small business owners are pursuing aggressive business agendas to take advantage of historically low mortgage rates and inflation. Employment hiring, capital expenditures on equipment, and land acquisition remain at strong levels according to small business owner participants, a foreshadow of continued confidence in the economy.

Second Quarter 2018

Private Sector Employment Continues to Expand

According to the June ADP National Employment Report, private sector employment increased by +177,000 jobs compared to the previous month. Goods-producing employment rose by +29,000 jobs in June, a slight decrease to the growth in May of +49,000 jobs. Service-providing employment rose by +148,000 jobs in June, a moderate gain from +139,000 last month. The ADP National Employment Report indicates that Education & Health increased by +46,000 jobs in June, Professional & Business grew by +33,000, Leisure & Hospitality grew by +33,000, Transportation & Utilities grew by +24,000, Construction grew by +13,000 jobs, and Manufacturing grew by +12,000 jobs. Q2 employment momentum continued after robust job growth in Q1, a function of continued consumer confidence and an expanding economy.

Temporary Penetration Rate Exemplifies Strong Labor Demand

Temporary jobs increased by +21,000 in Q2 while the temporary penetration rate continued its 33rd consecutive quarter of year-over-year increases in demand. The "temporary penetration rate" represents the percentage of temporary workers to total workers and is commonly used as a metric to track the staffing sector. The temporary penetration remained high at 2.04% of the total labor market in June, according to the Bureau of Labor Statistics. The temporary penetration rate is significant, as marginal increases have a larger macroeconomic impact, amplifying growth as the broader labor market improves. It represents temporary help as a percentage of total employment, a proxy for short-term labor demand. Continued GDP growth, reduced government regulations, and a lower corporate tax continue to be a harbinger of future temporary help momentum.

Robust GDP Growth in Second Quarter

The Bureau of Labor Statistics reported a robust Q2 GDP growth of +4.1%, in line with estimates compared to a revised GDP growth of +2.2% last quarter. It represents the highest GDP in the last four years. Q2 growth was fueled by the Trump Administration's \$1.5 trillion tax cut and increases in government spending from the recently signed government budget. The economy was able to shrug off recent gasoline price increases. Business investment spending jumped +7.3%, followed by personal consumption increase of +4% and government spending of +3.5% compared to last quarter. Q3 GDP growth will be highly anticipated to validate the economy's ability to sustain its current economic momentum.

Selected M&A Transactions

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
Business Process Outsourcing					
04/05/18	Telerx Marketing Inc.	HCL America, Inc.	\$60.0	0.3x	n/a
Description:	HCL America, Inc. agreed to acquire Telerx Marketing, a provider of business process outsourcing services, specializing in the multi-channel engagement of consumers, patients, healthcare professionals, and enterprise personnel via a network of global contact centers. The company was founded in 1980 and is headquartered in Horsham, Pennsylvania.				

Consulting Services

06/25/18	Thoreau Holdco, LLC and Navigant Consulting (Europe) Ltd.	Ankura Consulting Group, LLC	\$470.0	1.5x	11.9x
Description:	Ankura Consulting Group entered into a definitive agreement to acquire Thoreau Holdco and Navigant Consulting (Europe) from Navigant Consulting. The companies provide transaction advisory and management consulting services.				
06/25/18	Kalium Consulting LLC	Myrtle Consulting Group LLC	n/a	n/a	n/a
Description:	Myrtle Consulting Group acquired Kalium Consulting, a provider of management consulting services. The company was incorporated in 2016 and is based in Denver, Colorado.				
06/20/18	Interactive Accessibility, Inc.	The Paciello Group, LLP	n/a	n/a	n/a
Description:	The Paciello Group acquired Interactive Accessibility, a provider of consulting services to companies for making their products, websites, documents, and mobile applications accessible for people with disabilities. The company was founded in 2001 and is based in Sudbury, Massachusetts.				
06/14/18	Allegiant International LLC	Belcan Corporation	n/a	n/a	n/a
Description:	Belcan Corporation acquired Allegiant International, a provider of advisory, tactical operations, and technical consulting services. The company was founded in 2007 and is based in Indianapolis, Indiana.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
06/11/18	Redbock LLC	NES Group Limited	n/a	n/a	n/a
Description:	NES Global Talent acquired Redbock, a provider of consulting services for the pharmaceutical, biotechnology, and medical device industries. The company was founded in 2010 and is based in Cupertino, California.				
06/04/18	Second Front Systems, Inc.	Qualys, Inc. (Nasdaq:QLYS)	n/a	n/a	n/a
Description:	Qualys entered into a letter of intent to acquire Second Front Systems, a provider of consulting services for technology firms by providing solutions to introduce their product or offering into the national security market. The company was founded in 2014 and is based in Arlington, Virginia.				
05/14/18	Source One Management Services, LLC	Corcentric, LLC	n/a	n/a	n/a
Description:	Corcentric, LLC acquired Source One Management Services, a provider of procurement consulting services. The company was founded in 1992 and is based in Willow Grove, Pennsylvania.				
05/03/18	James W. Sewall Company	Treadwell Franklin Infrastructure Capital LLC	n/a	n/a	n/a
Description:	Treadwell Franklin Infrastructure Capital LLC acquired James W. Sewall Company, a provider of integrated engineering and forestry consulting services for the public sector, industrial, and oil and gas industries. The company was founded in 1880 and is based in Old Town, Maine.				
05/01/18	RPX Corporation	HGGC, LLC	\$384.9	1.2x	2.0x
Description:	HGGC entered into a definitive agreement to acquire RPX Corporation, a provider of patent risk management and discovery consulting services. The company was founded in 2008 and is headquartered in San Francisco, California.				
04/24/18	Xtreme Consulting Group - certain assets and businesses	Digital Intelligence Systems, LLC	n/a	n/a	n/a
Description:	Digital Intelligence Systems entered into a definite business and asset purchase agreement to acquire certain assets and businesses of Xtreme Consulting Group, a provider of international business and information technology services that include project management and consulting services.				
04/10/18	CEB Inc. - Workforce Surveys & Analytics (WS&A) Division	CultureIQ, Inc.	\$29.0	n/a	n/a
Description:	CultureIQ, Inc. agreed to acquire the Workforce Surveys & Analytics division from CEB Inc., a provider of data analytic consulting services for corporate strategic planning purposes.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
04/08/18	Red Sky Solutions	FMT Consultants, LLC	n/a	n/a	n/a
Description:	FMT Consultants acquired Red Sky Solutions, a provider of salesforce implementation and integration services. The company was founded in 2003 and is based in Costa Mesa, California.				
04/05/18	Henson Sales Group, Ltd.	Bull'sEye, Inc.	n/a	n/a	n/a
Description:	Bull'sEye, Inc. agreed to acquire Henson Sales Group, a provider of consulting services to commercial property owners, building service contractors, in-service providers, distributors, and manufacturers of commercial cleaning products. The company was founded in 1991 and is based in Wayne, Pennsylvania.				
04/03/18	SBD Advisors LLC (nka:ITC Global Advisors)	ITC Global Security Ltd.	n/a	n/a	n/a
Description:	ITC Global Security acquired SBD Advisors, a provider of strategy consulting services for the technology and defense industries. The company was incorporated in 2011 and is headquartered in Washington, DC.				

HR Services

06/18/18	Craford, Inc.	Risk Strategies Company, Inc.	n/a	n/a	n/a
Description:	Risk Strategies Company, Inc. acquired Craford, a provider of health and welfare and human capital consulting services, as well as operational consulting services for the private equity industry.				
06/04/18	PRISM International, Inc.	Talent Dimensions LLC	n/a	n/a	n/a
Description:	Talent Dimensions, a global talent management organization, acquired the diversity and inclusion (D&I) business of Prism International, Inc. PRISM offers consulting services focusing on leveraging corporate diversity and global and cross cultural effectiveness; harassment and discrimination prevention; and outsourcing consulting services. The company was founded in 1992 and is based in Sanford, Florida.				
05/25/18	HireRight, LLC	General Information Services, Inc.	n/a	n/a	n/a
Description:	General Information Services, Inc. entered into a definitive agreement to acquire HireRight, a provider of on-demand employment background checks, drug and health screening, and electronic Form I-9 and E-Verify solutions that help employers to automate, manage, and control background screening and related programs. The company was founded in 1990 and is based in Irvine, California.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
05/11/18	TargetRecruit LLC	Mountview Partners LLC	n/a	n/a	n/a
Description:	Mountview Partners LLC acquired TargetRecruit, a provider of a talent management platform with an ecosystem of customizable applications. The company was founded in 2008 and is based in Brentwood, Tennessee.				
05/03/18	Ataraxis, Inc.	HR Path SAS	n/a	n/a	n/a
Description:	HR Path SAS signed an agreement to acquire Ataraxis, a provider of human resources, employee benefits, payroll, and worker's compensation services. The company was founded in 2010 and is based in Boise, Idaho.				
04/24/18	Economic Modeling LLC	Strada Education Network	n/a	n/a	n/a
Description:	Strada Education Network entered into an agreement to acquire Economic Modeling, a provider of labor market consulting services for leaders in higher education, business, and community development. The company was founded in 1987 and is based in Moscow, Idaho.				

IT Services

06/29/18	Infield Digital, LLC	HS2 Solutions, Inc.	n/a	n/a	n/a
Description:	HS2 Solutions, Inc. acquired Infield Digital, a provider of technology consulting and customer and system data integration services. The company was founded in 2001 and is based in San Francisco, California.				
06/28/18	Convergys Corporation (NYSE:CVG)	Concentrix Corporation	\$2,534.0	0.9x	7.4x
Description:	Concentrix Corporation entered into an agreement and a plan of merger to acquire Convergys Corporation, a provider of customer management, analytics and consulting, and software solutions services to communications and media, technology, financial services, retail, healthcare, government, travel and hospitality, and other vertical markets worldwide. The company was founded in 1998 and is headquartered in Cincinnati, Ohio.				
06/27/18	Molina Information Systems, LLC	DXC Technology Company (NYSE:DXC)	n/a	n/a	n/a
Description:	DXC Technology Company entered into a purchase and sale agreement to acquire Molina Information Systems, a provider of design, development, implementation, and business process outsourcing solutions to state governments for their Medicaid Management Information Systems. The company was founded in 2010 and is based in Long Beach, California.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
06/21/18	AT&T Corp. - Data Center Colocation Operations and Assets	Brookfield Infrastructure Partners L.P. (NYSE:BIP)	\$1,100.0	n/a	n/a
Description:	Brookfield Infrastructure Partners agreed to acquire the data center colocation operations and assets of AT&T Corp.				
06/13/18	Lirik, inc.	Tecnos Global Company of America, Inc.	\$3.5	0.7x	n/a
Description:	Tecnos Global Company of America agreed to acquire a 95% stake in Lirik, a provider of information technology consulting services. The company was incorporated in 2015 and is headquartered in Milpitas, California.				
06/11/18	Adaptive Insights, Inc.	Workday, Inc. (Nasdaq:WDAY)	n/a	n/a	n/a
Description:	Workday entered into an agreement to acquire Adaptive Insights, a provider of integrated cloud-based corporate performance management and business intelligence solutions. The company was founded in 2003 and is headquartered in Palo Alto, California.				
06/11/18	VictorOps Inc.	Splunk Inc. (Nasdaq:SPLK)	n/a	n/a	n/a
Description:	Splunk signed a definitive agreement to acquire VictorOps, a provider of a real-time incident management platform focusing on incident lifecycle management and collaboration for IT and DevOps teams. The company was founded in 2012 and is based in Boulder, Colorado.				
06/04/18	GitHub, Inc.	Microsoft Corporation (Nasdaq:MSFT)	\$7,500.0	n/a	n/a
Description:	Microsoft Corporation entered into an agreement to acquire GitHub, a provider of code hosting services that allow developers to build software for open source and private projects. The company was founded in 2008 and is based in San Francisco, California.				
05/25/18	Enterprise Merchant Solutions, Inc.	i3 Verticals, Inc. (Nasdaq:IIIV)	\$15.0	n/a	n/a
Description:	i3 Verticals acquired substantially all of the assets of Enterprise Merchant Solutions, a provider of implementation and support services for point-of-sales solutions and systems to small and mid-size restaurant operators. The company was founded in 2009 and is based in Seattle, Washington.				
05/21/18	GlobalLogic Inc.	Canada Pension Plan Investment Board	\$2,000.0	n/a	n/a
Description:	Canada Pension Plan Investment Board and Clients of Partners Group Holding AG agreed to acquire GlobalLogic Inc, a provider of full-lifecycle software product development services to customers worldwide. Thee company was founded in 1998 and is headquartered in San Jose, California.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
05/10/18	Red Sky Solutions LLC	Presidio, Inc. (Nasdaq:PSDO)	n/a	n/a	n/a
Description:	Presidio, Inc. (Nasdaq:PSDO) acquired Red Sky Solutions, a provider of information technology solutions, including managed services, cybersecurity consulting and risk services, network services, and cloud services. The company was founded in 2004 and is based in Draper, Utah.				
05/02/18	Next Gen Gifting Inc.	Tyros AG (HMSE:T7RA)	\$5.2	n/a	n/a
Description:	Tyros AG acquired an additional 24% stake in Next Gen Gifting Inc. The company was founded in 2017 and is based in Williamstown, Massachusetts.				
05/01/18	Sage Data Security, LLC	Tyler Technologies, Inc. (NYSE:TYL)	\$11.5	n/a	n/a
Description:	Tyler Technologies, Inc. acquired Sage Data Security, a provider of advisory, assessment, and incident response information security services to protect information assets and ensure regulatory compliance for financial institutions, healthcare providers, government agencies, and businesses. The company was founded in 2002 and is based in Portland, Maine.				
04/26/18	Mattersight Corporation (Nasdaq:MATR)	NICE Systems Inc.	\$112.9	2.3x	NM
Description:	NICE Systems entered into an agreement to acquire Mattersight Corporation, a provider of behavioral analytics services. The company was founded in 1994 and is headquartered in Chicago, Illinois.				
04/26/18	US Colo, LLC	CoreSite Realty Corporation (NYSE:COR)	\$8.6	n/a	n/a
Description:	CoreSite Realty Corporation acquired US Colo, a provider of location space, carrier-neutral space, cross connections, and bandwidth in Los Angeles and Seattle. The company was founded in 1998 and is based in Los Angeles, California.				
04/20/18	Spot and Pay Inc.	SocialPlay USA, Inc. (OTCPK:SPLY)	\$0.6	n/a	n/a
Description:	SocialPlay USA, Inc. entered into a share purchase agreement to acquire a 90% stake in Spot and Pay, a provider of a mobile payment application used in connection with third party QR codes generated for specific uses. The company was founded in 2017 and is headquartered in Henderson, Nevada.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
04/18/18	Socrata, Inc.	Tyler Technologies, Inc. (NYSE:TYL)	\$150.0	6.0x	n/a
Description:	Tyler Technologies agreed to acquire Socrata, a provider of cloud-based software solutions for federal, state, and local governments to transform data into actionable insights for public and government. The company was founded in 2007 and is based in Seattle, Washington.				
04/05/18	Network Professionals Group, LLC	National Community Development Fund I, LLC	\$0.5	n/a	n/a
Description:	National Community Development Fund acquired Network Professionals Group, a provider of managed IT solutions, including amazon web services cloud management, network services, and cloud services. The company was founded in 2010 and is based in Brunswick, Georgia.				
04/02/18	Southport Services Group, LLC	Perficient, Inc. (Nasdaq:PRFT)	\$21.4	1.3x	n/a
Description:	Perficient acquired Southport Services Group, a provider of business intelligence and information technology (IT) consulting services. The company was founded in 2005 and is based in Ashburn, Virginia.				

Marketing Services

06/29/18	Zeekee, Inc.	Bell Media, LLC	n/a	n/a	n/a
Description:	Bell Media acquired Zeekee, a provider of internet marketing services for clients in various industries ranging from local startups to international Fortune 500 companies. The company was founded in 2003 and is based in Birmingham, Alabama.				
06/28/18	Lebhar-Friedman, Inc. - Media, Digital and Event Assets	Eagle Operating Corp.	n/a	n/a	n/a
Description:	Eagle Operating Corp. acquired all of the media, digital and event assets from Lebhar-Friedman, a provider of marketing services for the retail, home building, and pharmacy industries.				
06/18/18	National CineMedia, LLC	Cineworld Group plc (LSE:CINE); Cinemark Holdings, Inc. (NYSE:CNK)	\$2,092.0	4.8x	10.9x
Description:	Cineworld Group and Cinemark Holdings entered into an agreement to acquire the remaining 13.6% stake in National CineMedia, a provider of in-theatre and online advertising and promotional products. The company was founded in 2005 and is headquartered in Centennial, Colorado.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
06/18/18	Joystick Interactive Corp.	DQ&A International; Net Media Planet Limited	n/a	n/a	n/a
Description:	DQ&A International and Net Media Planet Limited entered into an agreement to acquire Joystick Interactive Corp., a provider of digital marketing services. The company was founded in 2006 and is based in New York.				
06/13/18	EFG Creative, Inc.	ON Advertising, Inc.	n/a	n/a	n/a
Description:	ON Advertising acquired EFG Creative, a provider of advertising, public relations, and marketing services. The company is based in Phoenix, Arizona.				
06/12/18	JMH Consulting, Inc.	EducationDynamics, LLC	n/a	n/a	n/a
Description:	EducationDynamics acquired JMH Consulting, a provider of higher education marketing, recruiting, student enrollment, and retention services. The company was founded in 1998 and is based in Atlanta, Georgia.				
05/17/18	MaassMedia, LLC	HERO Digital LLC	n/a	n/a	n/a
Description:	HERO Digital LLC acquired MaassMedia, a digital analytics marketing consulting firm which specializes in analytics strategy, analytics platform implementation, data visualization, analysis, personalization, and digital analytics training. The company was founded in 2008 and is headquartered in Philadelphia, Pennsylvania.				
05/16/18	The Brand Experience	Hyperquake LLC	n/a	n/a	n/a
Description:	Hyperquake acquired The Brand Experience, a provider of brand experiencing and marketing services. The company was founded in 2004 and is based in Cincinnati, Ohio.				
05/14/18	Equestrian Marketing, LLC	Mixed Digital LLC	n/a	n/a	n/a
Description:	Mixed Digital acquired Equestrian Marketing, a provider of sports marketing and management services. The company was founded in 2017 and is based in New York.				
05/03/18	Avenue100 Media Solutions, Inc.	Digital Media Solutions, LLC.	n/a	n/a	n/a
Description:	Digital Media Solutions, LLC. acquired Avenue100 Media Solutions, a provider of marketing analytics services. The company was founded in 2004 and is based in Waltham, Massachusetts.				
04/25/18	Marketing Analysts, LLC	MR2 Group, Inc.	\$3.5	0.6x	5.0x
Description:	MR2 Group, Inc. entered into a non-binding letter of intent to acquire all assets of Marketing Analysts, a provider of strategic marketing research services.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
04/25/18	National Mail-It, LLC	Mspark, Inc.	n/a	n/a	n/a
Description:	Mspark, Inc. acquired National Mail-It, a provider of direct marketing services including share mail and data analytics services. The company was incorporated in 1991 and is based in Shreveport, Louisiana.				
04/25/18	RevEngine Marketing LLC	Digital Pi, Inc.	n/a	n/a	n/a
Description:	Digital Pi, Inc. agreed to acquire RevEngine Marketing, a provider of marketing consulting and digital marketing services. The company was founded in 2013 and is headquartered in Natick, Massachusetts.				
04/23/18	The Phelps Group, Inc.	The Company of Others-Houston, LLC	n/a	n/a	n/a
Description:	The Company of Others-Houston, LLC acquired The Phelps Group, a provider of integrated marketing services and communication to businesses. The company was founded in 1981 and is based in Santa Monica, California.				
04/17/18	Ace Marketing & Promotions, Inc.	Undisclosed Buyer	n/a	n/a	n/a
Description:	An undisclosed buyer acquired Ace Marketing & Promotions, a provider of marketing and branding services. The company was incorporated in 2013 and is headquartered in Garden City, New York.				
04/13/18	Wongdoody Holding Company, Inc.	Infosys Limited (NSEI:INFY)	\$75.0	n/a	n/a
Description:	Infosys Limited entered into a definitive agreement to acquire Wongdoody Holding Company, a provider of advertising services. The company was founded in 1993 and is based in Seattle, Washington.				

Professional Staffing

06/05/18	PDS Tech, Inc.	AKKA Technologies SE (ENXTPA:AKA)	n/a	n/a	n/a
Description:	AKKA Technologies SE entered into a definitive agreement to acquire PDS Tech, a provider of temporary staff, temp-to-hire candidates, and CAD/CAM engineers. The company was founded in 1977 and is based in Irving, Texas.				
05/30/18	Locums Unlimited, LLC	Aya Healthcare, Inc.	n/a	n/a	n/a
Description:	Aya Healthcare acquired Locums Unlimited, a provider of healthcare recruitment services for hospitals in the U.S., the District of Columbia, and the Virgin Islands. The company was founded in 2001 and is based in San Diego, California.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
05/07/18	The Q Works Group Inc.	Michael Clegg	n/a	n/a	n/a
Description:	Michael Clegg acquired The Q Works Group, a provider of executive placements in the lighting, automotive, and manufacturing/building industries. Founded in 2002, the company operates offices in Charlotte and Greenville, North Carolina, and recruits for both U.S. and international companies.				
04/18/18	Technical Resource Group, Inc.	Consulting Solutions International, Inc.	n/a	n/a	n/a
Description:	Consulting Solutions International acquired Technical Resource Group, a provider of IT staffing services.				
04/10/18	Phaidon Holdings Limited	Quilvest Private Equity Ltd.	n/a	n/a	n/a
Description:	Quilvest Private Equity acquired Phaidon Holdings Limited, a provider of professional staffing services.				
04/05/18	Continental Inc.	Morales Group Inc.	n/a	n/a	n/a
Description:	Morales Group acquired Continental, a provider of staffing services for the skilled trades, office, industrial, and manufacturing industries. The company was founded in 1985 and is based in Anderson, Indiana.				
04/04/18	The State Group, Inc.	Blue Wolf Capital Partners LLC and Yellow Point Equity Partners LP	n/a	n/a	n/a
Description:	Blue Wolf Capital Partners LLC and Yellow Point Equity Partners LP acquired a majority stake in The State Group, a provider of comprehensive electrical and mechanical trade contract services to Fortune 100 companies in the power generation, automotive, oil and gas, communications, metals and transportation industries. The company was founded in 1961 and is based in Mississauga, Canada.				
04/03/18	Tallience, LLC	Steven Douglas Associates, Inc.	n/a	n/a	n/a
Description:	Steven Douglas Associates acquired Tallience, a provider of temporary and permanent staffing services, direct hire services, and professional staffing services for the federal government; and executive search services to Fortune 500 companies. The company was founded in 2010 and is based in Boca Raton, Florida.				

Valuation Metrics by Sector



Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enterprise Value to:			P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
Business Process Outsourcing									
CVG	Convergys Corporation	24.44	91.5%	2,226.1	2,307.0	0.8x	6.7x	6.9x	21.5x
EXLS	ExlService Holdings, Inc.	56.61	88.0%	1,947.2	1,776.2	2.3x	15.7x	11.4x	36.0x
G	Genpact Limited	28.93	83.2%	5,507.9	6,391.5	2.3x	15.3x	11.7x	20.5x
IRM	Iron Mountain Incorporated	35.01	84.3%	10,010.2	17,820.4	4.5x	13.5x	12.0x	53.8x
PRGX	PRGX Global, Inc.	9.70	94.2%	224.6	223.3	1.4x	19.1x	9.2x	52.6x
PRSC	The Providence Service Corporation	78.55	98.7%	1,014.7	1,006.4	0.6x	12.4x	12.4x	20.7x
SYKE	Sykes Enterprises, Incorporated	28.78	83.4%	1,207.6	1,135.0	0.7x	7.0x	6.2x	50.3x
TTEC	TTEC Holdings, Inc.	34.55	79.0%	1,589.5	1,817.9	1.2x	9.6x	8.4x	NM
WNS	WNS (Holdings) Limited	52.18	96.8%	2,631.7	2,500.0	3.3x	22.8x	14.7x	32.0x
					Mean	1.9x	13.6x	10.3x	35.9x
HR Services^[1]									
JOBS	51job, Inc.	97.64	85.2%	6,083.4	5,301.1	10.9x	33.0x	24.8x	NM
ADP	Automatic Data Processing, Inc.	134.14	94.8%	59,091.7	58,800.5	4.5x	21.1x	18.4x	33.6x
BBSI	Barrett Business Services, Inc.	96.57	98.7%	705.8	685.7	0.7x	17.9x	14.6x	26.8x
DHX	DHI Group, Inc.	2.35	72.3%	121.5	142.8	0.7x	4.7x	4.4x	6.4x
NSP	Insperity, Inc.	95.25	93.5%	4,001.1	3,748.9	1.1x	24.0x	16.8x	40.6x
PAYX	Paychex, Inc.	68.35	93.5%	24,537.7	24,113.5	7.1x	16.9x	16.2x	26.5x
					Mean	2.8x	19.6x	15.9x	26.8x

[1] JOBS is excluded from mean LTM revenue multiple calculation.

Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enterprise Value to:			P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
Information Services^[2]									
CPRT	Copart, Inc.	56.56	93.6%	13,137.7	13,334.1	7.7x	19.0x	17.6x	36.0x
CSGP	CoStar Group, Inc.	412.63	97.7%	15,016.4	14,085.0	13.9x	53.0x	33.8x	93.0x
DNB	The Dun & Bradstreet Corporation	122.65	91.4%	4,548.4	5,707.3	3.2x	11.3x	10.8x	24.1x
EFX	Equifax Inc.	125.11	85.1%	15,048.8	17,489.8	5.2x	16.7x	14.5x	29.0x
FDS	FactSet Research Systems Inc.	198.10	91.1%	7,701.0	8,032.2	6.0x	18.4x	16.5x	30.4x
FICO	Fair Isaac Corporation	193.32	95.2%	5,768.7	6,364.7	6.5x	28.5x	23.5x	49.0x
FORR	Forrester Research, Inc.	41.95	87.9%	754.4	618.1	1.8x	20.7x	13.3x	73.3x
IT	Gartner, Inc.	132.90	93.5%	12,125.8	14,911.6	4.1x	35.7x	19.7x	NM
INWK	InnerWorkings, Inc.	8.69	72.2%	464.3	562.2	0.5x	11.9x	7.5x	24.8x
LQDT	Liquidity Services, Inc.	6.55	82.4%	210.3	110.6	0.4x	NM	NM	NM
MORN	Morningstar, Inc.	128.25	95.0%	5,452.9	5,247.5	5.5x	20.7x	NM	34.3x
RBA	Ritchie Bros. Auctioneers Incorporated	34.12	94.8%	3,677.1	4,196.6	6.3x	20.5x	16.2x	45.2x
					Mean	4.3x	23.3x	17.3x	34.1x

[2] CSGP is excluded from mean LTM revenue and P/E multiple calculations; FORR is excluded from mean P/E multiple calculation.

Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enterprise Value to:			P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
IT Consulting^[3]									
ACN	Accenture plc	163.59	98.8%	104,819.9	101,272.1	2.6x	16.1x	14.3x	26.2x
CTSH	Cognizant Technology Solutions Corporation	78.99	92.8%	46,280.2	42,223.2	2.8x	13.4x	11.7x	31.8x
CTG	Computer Task Group, Incorporated	7.74	80.5%	111.2	109.1	0.4x	18.6x	9.3x	260.9x
PRFT	Perficient, Inc.	26.37	95.9%	924.5	975.0	2.0x	17.4x	14.0x	42.5x
SNX	SYNNEX Corporation	96.51	68.0%	3,973.5	5,427.1	0.3x	7.6x	7.2x	13.6x
SYNT	Syntel, Inc.	32.09	93.9%	2,662.4	2,862.4	3.0x	11.0x	12.2x	15.4x
Mean						1.9x	14.0x	11.5x	25.9x

Marketing Services^[4]									
ACXM	Acxiom Corporation	29.95	91.0%	2,308.8	2,395.9	2.6x	25.2x	13.4x	103.3x
HHS	Harte Hanks, Inc.	11.10	91.3%	69.4	56.3	0.2x	11.8x	NM	NM
VVI	Viad Corp	54.25	87.7%	1,111.0	1,320.4	1.0x	11.5x	8.5x	27.8x
Mean						1.3x	16.2x	10.9x	27.8x

Professional Staffing									
SWX: ADEN	Adecco Group AG	59.14	73.4%	9,808.0	11,170.1	0.4x	8.2x	7.7x	11.3x
AMN	AMN Healthcare Services, Inc.	58.60	85.9%	2,804.3	3,069.8	1.5x	12.4x	10.8x	20.2x
ASGN	ASGN Incorporated	78.19	90.8%	4,089.7	4,577.7	1.7x	15.5x	11.1x	25.2x
CCRN	Cross Country Healthcare, Inc.	11.25	76.8%	409.5	475.4	0.5x	11.4x	10.2x	9.8x
KELY.A	Kelly Services, Inc.	22.45	69.5%	872.6	869.4	0.2x	8.1x	6.8x	10.0x
KFRC	Kforce Inc.	34.30	93.3%	846.1	971.3	0.7x	12.2x	9.6x	23.8x
MAN	ManpowerGroup Inc.	86.06	62.8%	5,665.3	6,166.9	0.3x	6.6x	6.2x	10.2x
ENXTAM: RAND	Randstad NV	58.83	84.7%	10,770.5	12,016.0	0.4x	9.8x	8.3x	14.7x

[3] CTG is excluded from mean P/E multiple calculation.
 [4] ACXM is excluded from mean P/E multiple calculation.

Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	Enterprise Value to:			P/E
						LTM Revenue	LTM EBITDA	NTM EBITDA	
RCMT	RCM Technologies, Inc.	4.94	65.9%	60.5	92.0	0.5x	12.3x	10.1x	23.7x
RECN	Resources Connection, Inc.	16.90	94.2%	532.6	552.4	0.9x	8.5x	10.8x	26.8x
RHI	Robert Half International Inc.	65.10	92.5%	7,906.7	7,615.5	1.4x	12.9x	12.0x	26.2x
STAF	Staffing 360 Solutions, Inc.	1.35	23.7%	5.7	57.4	0.3x	12.5x	4.4x	NM
TBI	TrueBlue, Inc.	26.95	91.4%	1,070.3	1,113.3	0.4x	8.9x	8.4x	18.5x
Mean						0.7x	10.7x	9.0x	18.4x

Specialty Consulting^[5]									
CBZ	CBIZ, Inc.	23.00	99.4%	1,247.9	1,465.1	1.7x	14.5x	12.6x	20.7x
CRAI	CRA International, Inc.	50.89	86.6%	411.2	410.6	1.1x	15.3x	NM	45.0x
EXPO	Exponent, Inc.	48.30	91.8%	2,512.0	2,333.4	6.9x	27.4x	25.1x	57.8x
FCN	FTI Consulting, Inc.	60.48	92.9%	2,227.9	2,517.3	1.4x	11.4x	13.1x	17.4x
HURN	Huron Consulting Group Inc.	40.90	93.6%	879.0	1,251.1	1.7x	13.9x	12.4x	NM
MMS	MAXIMUS, Inc.	62.11	85.4%	4,052.2	3,802.8	1.5x	10.4x	10.1x	18.3x
NCI	Navigant Consulting, Inc.	22.14	87.7%	1,000.5	1,178.1	1.2x	9.5x	9.5x	14.0x
HCKT	The Hackett Group, Inc.	16.07	83.5%	472.6	467.9	1.8x	11.3x	9.1x	19.1x
Mean						1.5x	14.2x	13.1x	27.5x

OVERALL BUSINESS SERVICES SECTOR						Mean	2.0x	15.9x	12.6x	28.0x
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[5] EXPO is excluded from mean LTM Revenue multiple calculation.

 **NOTES**

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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