



BUSINESS SERVICES

*Quarterly Update
Third Quarter 2018*



CAPITAL PLACEMENTS • MERGERS, ACQUISITIONS & DIVESTITURES • RESTRUCTURINGS

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Q3 2018 Highlights

October, 2018

For the third quarter of 2018, the SCA Business Services Index underperformed the S&P 500 primarily as a result of a significant decline in staffing and IT consulting stocks. The sub 4% U.S. unemployment rate, as well as immigration limitations are creating investor concerns about the labor supply and ability of these firms to fill open positions and continue their growth trajectory. During the quarter, the Business Services index increased 4.0% compared to 6.9% for S&P 500.

The M&A environment during the third quarter witnessed a number of high profile platform investments by private equity firms. At the same time, many large, traditionally acquisitive strategic platforms have been taking advantage of the heightened valuation environment to review and refocus their existing portfolios, which is resulting in an increased number of strategic dispositions and carve-outs. We see these trends continuing into 2019. Notable merger and acquisition transactions during the quarter included:

- Private equity firm Thomas H. Lee acquired information services provider Dun & Bradstreet for \$6.8 billion.
- New Mountain Capital LLC acquired Beeline, Inc., a provider of Vendor Management Staffing services to large corporations, from GTCR and Adecco (SWX:ADEN).
- Marlin Equity Partners acquired CEB Challenger and Effortless Experience Solutions Business of Gartner, Inc. which provides professional skills development, intelligence, and workflow solutions.
- Advertising agency Interpublic Group (NYSE:IPG) acquired Axiom Marketing Solutions for \$2.3 billion. Axiom will provide IPG with enhanced data-driven marketing through its anonymized data on 2.2 billion consumers and 1,600 data and analytics experts.
- Vista Equity Partners acquired iCIMS Inc., a platform enabling job seekers to apply for openings via text message and live chat, as well as enabling companies to communicate with employees through text message.
- Background-screening companies HireRight and General Information Services completed a merger, with the combined organization comprising customers across more than 200 countries and territories and operating offices in Latin America, Europe, Asia, the Middle East and North America.
- Tailwind Capital Group acquired Core BTS, Inc., which provides business information technology (IT) consulting services.

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



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Recent Representative Engagements *

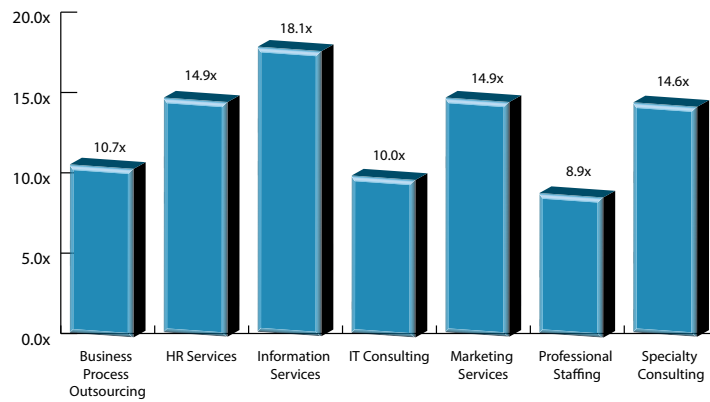
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HEALTHCARE	 has merged with  Financial Advisor to Rockford Health System	\$75,000,000  has affiliated with  Financial Advisor to Community Memorial Healthcenter	\$690,600,000 Sale of Assets on behalf of  MedCath Corporation (Nasdaq: MDTH) Sell Side 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

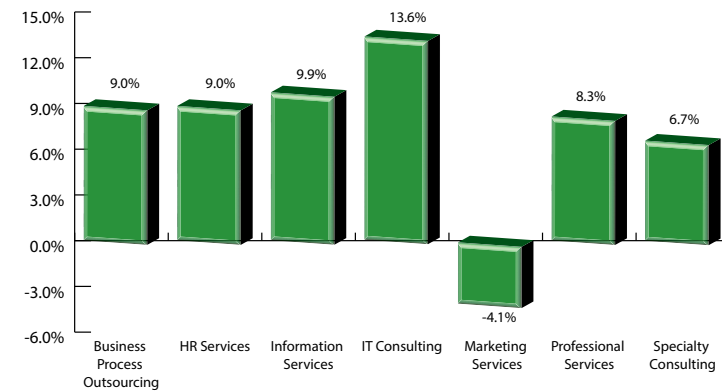
* Includes transactions led by the team of SOLIC professionals at predecessor firms

Market Overview

Enterprise Value to NTM EBITDA by SCA Sector

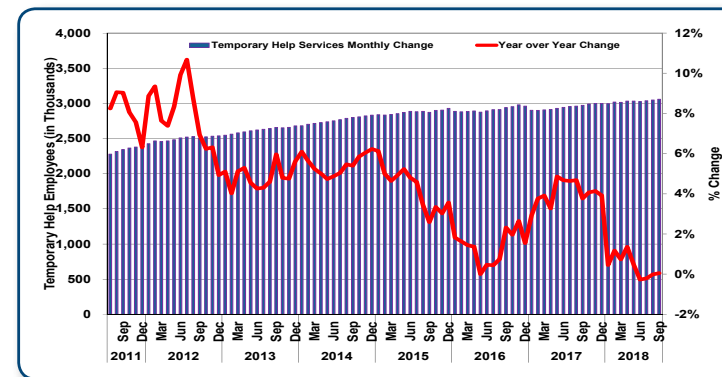


LTM Annual Revenue Growth by SCA Sector

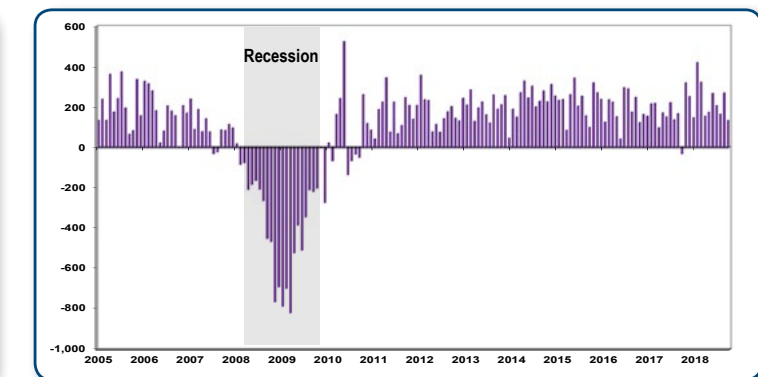


Revenue and EBITDA valuation multiples strengthened slightly in Q3 compared to Q2, while deal volume activity also increased in Q3

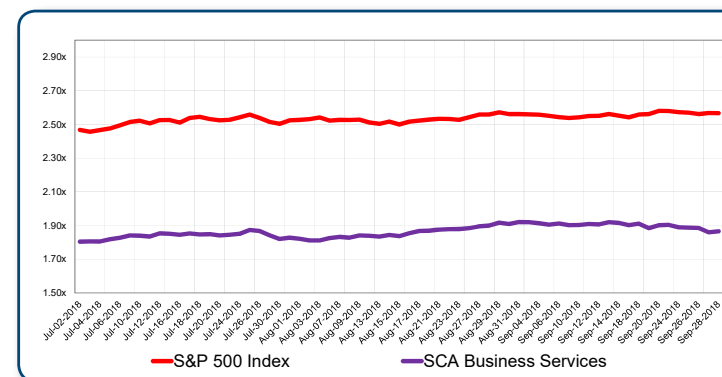
Temporary Help Services Trends



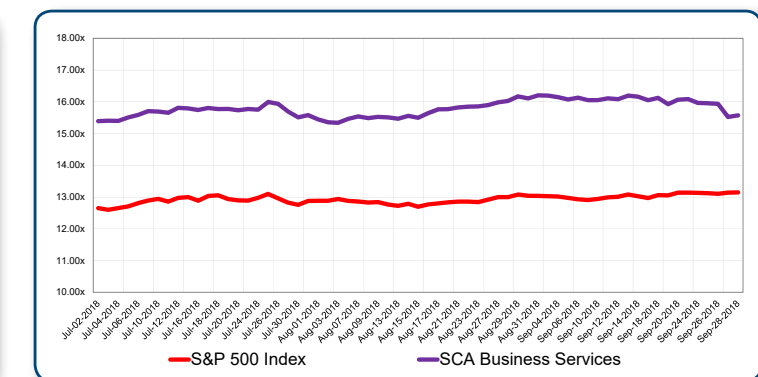
Net Change in U.S. Employment



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



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

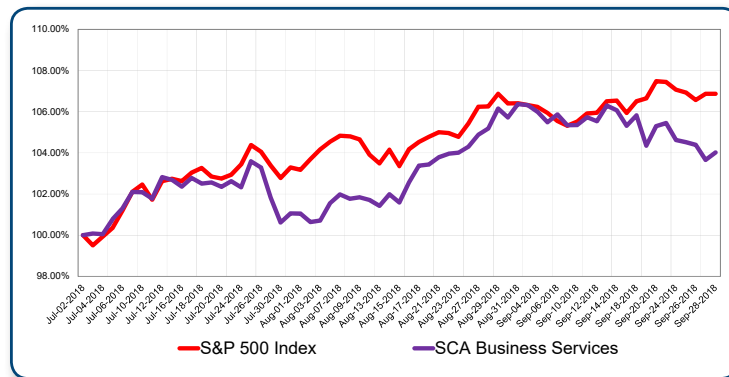


* Please see pages 20-23 for SCA Business Services Universe and additional information in the "Notes" section at the end of this report

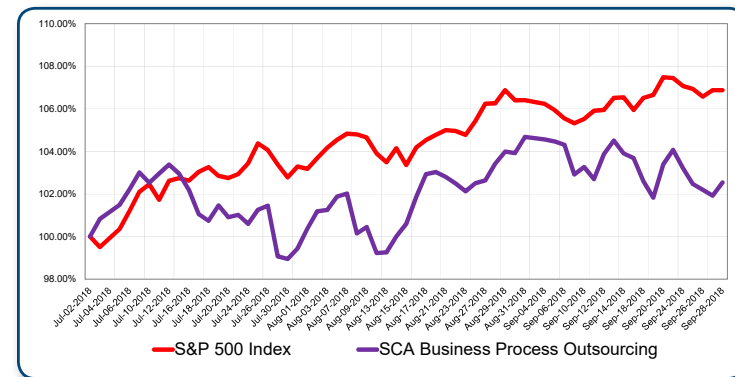
Sector Stock Performance (one year)



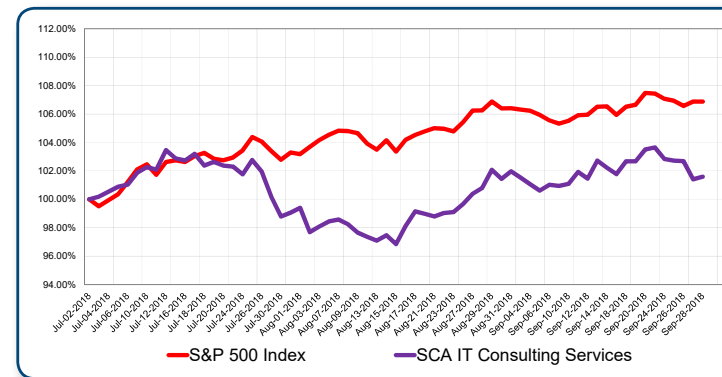
SCA Business Services Universe vs. S&P 500



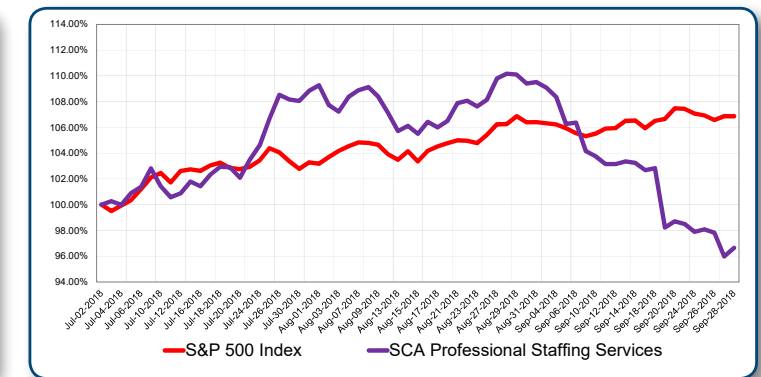
SCA Business Process Outsourcing Sector vs. S&P 500



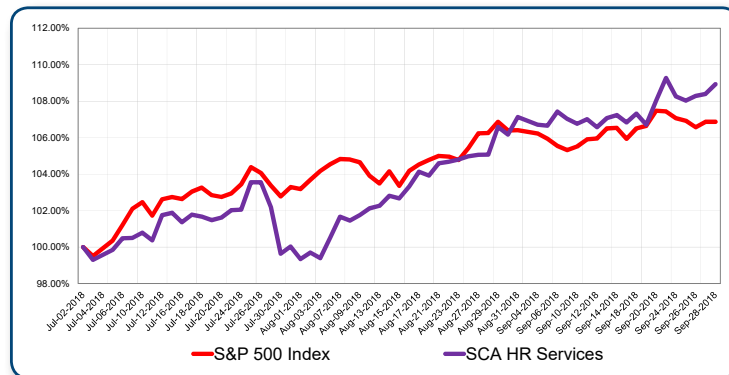
SCA IT Consulting Sector vs. S&P 500



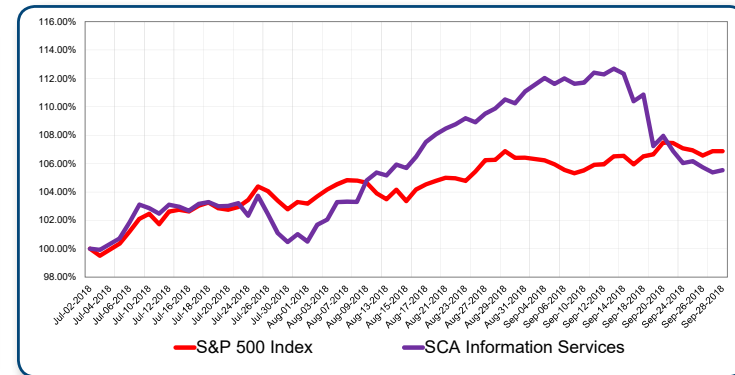
SCA Professional Staffing Sector vs. S&P 500



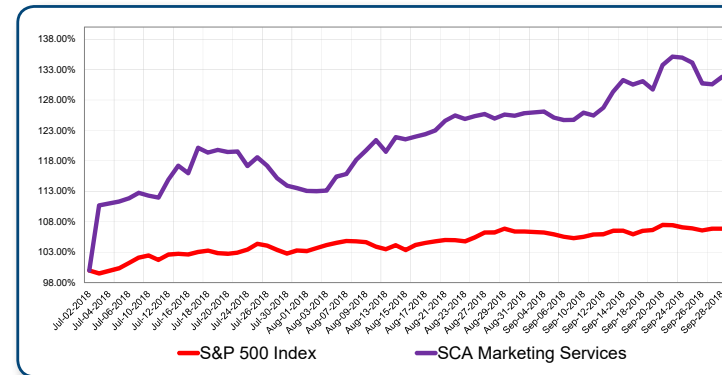
SCA HR Services Sector vs. S&P 500



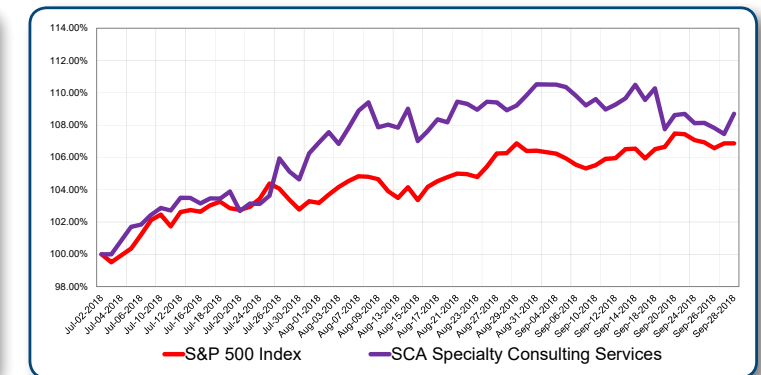
SCA Information Services Sector vs. S&P 500



SCA Marketing Services Sector vs. S&P 500



SCA Specialty Consulting Sector vs. S&P 500



* Please see pages 20-23 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 Continues Despite Trade Disputes

The Standard and Poor's Information Technology Index continued its unprecedented growth during the past year with an increase of +8.4% during Q3 2018, compared to a +9.5% increase in Q2 2018, and a +19.5% YTD gain, the largest gain of any sector. Trade issues and policy uncertainty again continued to affect markets, as Mexico and the U.S. came to terms on NAFTA, while the U.S. and Canada continue discussions. The U.S.-China talks remain open; the U.S. implemented tariffs, while China retaliated and scheduled talks were cancelled. A deal between the U.S. and China may be made, but the potential for escalation currently remains a possibility. September market value was up, as the S&P Global BMI increased \$266 billion for the month (up \$380 billion in August) and was up \$996 billion YTD. The S&P 500 index posted a gain of +7.2% during Q3 of 2018, its largest quarterly gain since the +11.4% return of Q4 2013 and the highest Q3 gain since the +10.7% posted in 2010.

Small Business Optimism Remains High in 2018

The most recent National Federation of Independent Business (NFIB) report stated the NFIB Small Business Optimism Index continued to deliver a spectacular performance with September's third highest Index reading in the survey's 45 year history. The Index fell slightly, by -0.9, from August's survey record breaking high of 108.8 to 107.9 in September. Actual capital spending in the past few months rose significantly with 60% reporting capital outlays, up 4 points from August; reported gains in net employment per firm were solid, rising to a net addition of 0.15 workers per firm; a net 8% of all owners (seasonally adjusted) reported higher nominal sales in the past three months; and owners reported inventory increases of +1 point to a net 5%. All of these factors are real contributors to GDP growth. Third quarter GDP is expected to be strong, although probably not eclipsing the 4% mark achieved in Q2. This signals that the economy will enter the fourth quarter with momentum, and continued confidence and strong economic activity for the balance of the year.

Third Quarter 2018

Private Sector Employment Continues to Expand

According to the September ADP National Employment Report, private sector employment increased by +230,000 in September of 2018, compared to an increase of +163,000 and +219,000 in August and July, respectively. Goods-producing employment rose by +46,000 jobs in September, a near 100% increase from the +24,000 growth in jobs from August. Service-providing employment rose by +184,000 jobs in September, a sizeable gain from +139,000 increase last month. The ADP National Employment Report indicates that education & health increased by +44,000 jobs in September, Professional & Business grew by +70,000, Leisure & Hospitality grew by +16,000, Transportation & Utilities grew by +30,000, Construction grew by +34,000 jobs, and Manufacturing grew by +7,000 jobs. Q3 employment momentum continued after robust job growth in Q2, a function of continued consumer confidence and an expanding economy.

Professional Services Industry Leads Gain as September Employment Increases by 134,000

Total nonfarm payroll employment, as reported by the Bureau of Labor Statistics, increased by +134,000 in September of 2018, less than half of the +270,000 change in August, and lower than the average monthly gain of +201,000 over the prior 12 months. In September, job gains occurred in professional and business services with gains of +54,000 and +560,000 over the year, healthcare increased +26,000, transportation and warehousing rose by +24,000, and construction continued its upward trend by adding +23,000 jobs. Only leisure and hospitality contracted with a loss of -17,000, during September. Employment showed little or no change over the month in other major industries, including wholesale trade, retail trade, information, financial activities, and government. In September, average hourly earnings for all employees on private nonfarm payrolls rose by 8 cents to \$27.24, which have increased by 73 cents, or 2.8% over the year. The unemployment rate declined by 20 bps to 3.7% in September, and the number of unemployed persons decreased by 270,000 to 6.0 million.

Temporary Penetration Rate Demonstrates Strong Labor Demand

Temporary jobs increased by +10,600 in Q3 2018, compared with an increase of +21,000 in Q2 while the temporary penetration rate continued its 35th 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 1.7% of the total labor market in September, down slightly down from 2.0% at the end of Q2, 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.

Q3 GDP Growth Maintained Strength

The Bureau of Economic Analysis reported Q3 GDP growth of +3.5%, according to the "advance" estimate, which would be slightly lower than the real GDP growth of +4.2% in the previous quarter. The real GDP in Q3 reflected positive contributions from a +1.6% increase in personal consumption expenditures (PCE), +2.01% increase in private inventory investment, government spending, and nonresidential fixed investment that were partly offset by increased imports, and negative contributions from exports and residential fixed investment. Net exports in Q3 decreased -1.8% from Q2, which were due, in part, to the current U.S. trade disputes. The deceleration in real GDP growth in Q3 reflected a downturn in exports and a deceleration in nonresidential fixed investment.



Selected M&A Transactions

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
Business Process Outsourcing					
08/09/18	TaskUs, LLC	The Blackstone Group L.P.	n/a	n/a	n/a
Description:	The Blackstone Group L.P. (NYSE:BX) entered into an agreement to acquire an unknown minority stake in TaskUs, LLC from Navegar, a fund of Brummer & Partners AB. TaskUs, LLC provides outsourcing services to Internet companies worldwide. The company was founded in 2008 and is based in Santa Monica, California				

Consulting Services					
08/30/18	Reis, Inc.	Moody's Corporation	\$262.9	5.5x	37.8x
Description:	Moody's Corporation (NYSE:MCO) entered into a definitive agreement to acquire Reis, Inc. (NasdaqGS:REIS) from Lloyd N. Lynford, Jonathan T. Garfield and others for approximately \$270 million. Reis, Inc., through its subsidiary, Reis Services, LLC provides commercial real estate market information and analytical tools to real estate professionals in the U.S. The company was founded in 1980 and is based in New York.				
08/28/18	CamberView Partners, LLC	PJT Partners Holdings LP	\$165.0	n/a	n/a
Description:	PJT Partners Holdings LP entered into an agreement to acquire CamberView Partners, LLC from Corsair Capital LLC and others for approximately \$170 million. CamberView Partners, LLC provides investor-led advisory services for management and boards of public companies with respect to how to succeed with investors. The company was founded in 2012 and is based in San Francisco, California				
08/24/18	Bulger Partners, LLC	The Parthenon Group, LLC	n/a	n/a	n/a
Description:	The Parthenon Group, LLC acquired Bulger Partners, LLC. Bulger Partners, LLC is a strategy consulting and investment banking firm specializing in the software economy. The company is based in Boston, Massachusetts.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
08/09/18	RGL, Inc.	Baker Tilly Virchow Krause, LLP	n/a	n/a	n/a
Description:	Baker Tilly Virchow Krause, LLP agreed to acquire RGL, Inc. RGL will continue to operate under its current brand through an integration process. RGL, Inc., doing business as RGL Forensics, operates as an international investigative accounting and consulting company that focuses on forensic and investigative accounting, economic loss calculation, and financial valuation services. The company is based in Denver, Colorado				
08/08/18	The Dun & Bradstreet Corporation	Cannae Holdings, Inc.; CC Capital Management, LLC; Thomas H. Lee Partners, L.P.; Qatar Investment Authority	\$6,675.4	3.7x	12.5x
Description:	Cannae Holdings, Inc. (NYSE:CNNE), CC Capital Management, LLC, Funds affiliated with Thomas H. Lee Partners, L.P., Qatar Investment Authority and other investors entered into a definitive agreement to acquire The Dun & Bradstreet Corporation (NYSE:DNB) for \$5.5 billion. The Dun & Bradstreet Corporation provides commercial data, analytics, and insight on businesses. The Dun & Bradstreet Corporation was founded in 1841 and is based in Short Hills, New Jersey.				
08/06/18	CSRA LLC - Systems Engineering & Acquisition Services Business Unit	CACI International Inc	\$84.0	n/a	n/a
Description:	CACI International Inc. (NYSE:CACI) agreed to acquire the systems engineering and acquisition services business unit of CSRA LLC. The Systems Engineering & Acquisition Services Business Unit of CSRA LLC provides systems engineering and acquisition services.				
08/01/18	Cardinal Solution Group, Inc.	Insight Enterprises, Inc.	\$79.0	n/a	n/a
Description:	Insight Enterprises, Inc. (NasdaqGS:NSIT) acquired Cardinal Solution Group, Inc. for \$79 million. The consideration was paid net of cash, and is subject to a final working capital adjustment. Cardinal Solution Group, Inc. provides IT solutions and consulting to enterprises in North America. The company was founded in 1996 and is based in Cincinnati, Ohio				
07/17/18	Oxford Risk Management Group LLC	Risk Strategies Company, Inc.	n/a	n/a	n/a
Description:	Risk Strategies Company, Inc. acquired Oxford Risk Management Group LLC. Oxford Risk Management Group LLC offers captive insurance consulting services. The company is based in Sparks, Maryland.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
HR Services					
09/12/18	Burnham Benefit Advisors/ Champion Benefits Approach Inc./VantagePoint Benefit Strategies, Inc.	Alera Group, Inc.; Pentra, Inc.	n/a	n/a	n/a
Description:	Alera Group, Inc. and Pentra, Inc. acquired Burnham Benefit Advisors/Champion Benefits Approach Inc./VantagePoint Benefit Strategies, Inc. Burnham Benefit Advisors offers compliance assistance, wellness program management, HR software, and benefit technology management. Champion Benefits Approach Inc. provides employee benefits brokerage services. VantagePoint Benefit Strategies, Inc. provides employee benefits brokerage and human resources consultancy services.				
09/05/18	Gartner, Inc. - CEB Challenger and Effortless Experience Solutions Business	Marlin Equity Partners, LLC	n/a	n/a	n/a
Description:	Marlin Equity Partners, LLC acquired CEB Challenger and Effortless Experience Solutions Business from Gartner, Inc. (NYSE:IT). CEB Challenger and Effortless Experience Solutions Business of Gartner, Inc. provides professional skills development, intelligence, and workflow solutions.				
08/03/18	Alchemy Systems, LP	Intertek Group plc	\$480.0	n/a	n/a
Description:	Intertek Group plc (LSE:ITRK) agreed to acquire Alchemy Investment Holdings, Inc. from The Riverside Company and others for \$480 million. Alchemy Systems, LP provides workforce performance solutions for companies worldwide. The company was founded in 2003 and is based in Austin, Texas.				
07/10/18	Ataata, Inc.	Mimecast Limited	\$24.0	n/a	n/a
Description:	Mimecast Limited (NasdaqGS:MIME) acquired Ataata, Inc. Ataata, Inc. operates a a cyber security training platform and develops security awareness solutions for workforces. The company was incorporated in 2016 and is based in Bethesda, Maryland.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
IT Services					
09/25/18	Elan Financial Services - ATM and Debit Servicing business	Fiserv, Inc.	\$690.0	n/a	n/a
Description:	Fiserv, Inc. (NasdaqGS:FISV) entered into an agreement to acquire ATM and Debit Servicing business of Elan Financial Services from U.S. Bank National Association for approximately \$690 million. ATM and Debit Servicing business of Elan Financial Services comprises debit card processing, ATM managed services, and MoneyPass network assets				
09/17/18	Core BTS, Inc.	Tailwind Capital Group, LLC	n/a	n/a	n/a
Description:	Tailwind Capital Group, LLC acquired Core BTS, Inc. from Founders Equity Inc. and others. Core BTS, Inc. provides business information technology (IT) consulting services. The company was founded in 1984 and is based in Indianapolis, Indiana.				
09/14/18	Forte Payment Systems, Inc.	CSG Systems, Inc.	\$85.0	n/a	n/a
Description:	CSG Systems, Inc. signed a definitive agreement to acquire Forte Payment Systems, Inc. from a sole owner for approximately \$85 million. Forte Payment Systems, Inc. provides payment solutions for developers and merchants. The company was founded in 1998 and is based in Allen, Texas.				
09/05/18	Quilmont Solutions, Inc.	FogChain Corp.	\$1.1	n/a	n/a
Description:	FogChain Corp. (CNSX:FOG) acquired Quilmont Solutions, Inc. for \$1.1 million. Quilmont Solutions, Inc. provides IT consultancy services. The company was founded in 2006 and is based in Myrtle Beach, South Carolina.				
07/31/18	Agribotix, LLC	Eagle Aerial Systems, Inc.	\$4.6	19.0x	n/a
Description:	Eagle Aerial Systems, Inc. entered into an asset purchase agreement to acquire all assets of Agribotix, LLC for \$4.6 million. All Assets of Agribotix, LLC comprises drone-enabled technologies and services that processes and analyzes agricultural data gathered by drones.				
07/26/18	Improving Holdings, LLC	Trinity Hunt Partners	n/a	n/a	n/a
Description:	Trinity Hunt Partners acquired majority interest in Improving Holdings, LLC, a technology management and consulting services company, provides information technology (IT) consulting, training, recruiting, and project services. Improving Holdings, LLC was formerly known as Improving Enterprises, Inc. The company was founded in 2007 and is based in Plano, Texas.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
07/24/18	Figur8 Cloud Solutions	All Cloud BSD	\$10.0	n/a	n/a
Description:	All Cloud BSD acquired Figur8 Cloud Solutions for \$10 million. Figur8 Cloud Solutions provides strategic consulting, implementation, and salesforce development services. The company is based in San Francisco, California.				
07/17/18	TSR, Inc.	Zeff Holding Company, LLC; FinTech Consulting LLC; Qar Industries, Inc.	\$6.5	0.1x	7.0x
Description:	Zeff Capital L.P., a fund managed by Zeff Holding Company, LLC, Qar Industries, Inc. and FinTech Consulting LLC offered to acquire 41.7% stake in TSR, Inc. (NasdaqCM:TSRI) from Joseph F. Hughes & Winifred M. Hughes for \$5.1 million. TSR, Inc. provides contract computer programming services in the New York metropolitan area, New England, and the Mid-Atlantic region. The company was founded in 1969 and is based in Hauppauge, New York.				
07/12/18	Pomeroy IT Solutions, Inc.	Getronics Services UK Ltd	n/a	n/a	n/a
Description:	Getronics Services Uk Ltd acquired Pomeroy IT Solutions, Inc. supported by a \$815 million financing and recapitalization transaction. Pomeroy IT Solutions, Inc. plans, assesses, designs, builds, tests, implements, manages, and optimize information technology (IT) infrastructure for clients. The company was founded in 1981 and is based in Hebron, Kentucky.				
07/11/18	Thrive CITS, LLC	InfoHedge Technologies LLC	n/a	n/a	n/a
Description:	InfoHedge Technologies LLC acquired Thrive CITS, LLC from M/C Partners. InfoHedge will become a separate division within Thrive. Thrive CITS, LLC provides outsourced information technology (IT) services for small and midsize businesses in the greater Boston area. The company was founded in 2000 and is based in Foxborough, Massachusetts.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
Marketing Services					
09/27/18	Navience Healthcare Solutions LLC	Huntsworth plc	\$70.0	10.9x	18.4x
Description:	Huntsworth plc (LSE:HNT) entered into an agreement to acquire 80% stake in Navience Healthcare Solutions LLC from John Shamsey for \$64 million. Navience Healthcare Solutions LLC operates as a payer advisory and marketing agency that offers market research and analytics services. The company was incorporated in 2010 and is based in Skillman, New Jersey.				
09/26/18	Augeo FI	Lightyear Capital LLC	n/a	n/a	n/a
Description:	Funds managed by Lightyear Capital LLC acquired controlling stake in Augeo FI from Augeo Affinity Marketing Inc. for \$140 million. Augeo FI provides outsourced and customized credit and debit card loyalty programs focused on banks and credit unions. It also offers card-linked marketing services. The company is based in Naperville, Illinois.				
08/31/18	All Assets of Waitt Outdoor LLC	Link Media Omaha, LLC	\$82.0	n/a	n/a
Description:	Link Media Omaha, LLC acquired substantially all of the operating assets of Waitt Outdoor, LLC for \$82 million. All Assets of Waitt Outdoor LLC comprises outdoor advertising business.				
08/31/18	ListEngage, Inc.	Broadtree Partners	n/a	n/a	n/a
Description:	Broadtree Partners acquired ListEngage, Inc. ListEngage, Inc. provides online marketing services through email, mobile, and social media marketing programs. The company was founded in 2005 and is based in Framingham, Massachusetts.				
08/30/18	TGI Systems Corporation	QMS Media Limited	\$44.4	n/a	n/a
Description:	QMS Media Limited (ASX:QMS) entered into an agreement to acquire 90% interest in TGI Systems Corporation for \$40 million. Under the terms, along with TGI Systems Corporation, TGI Europe GMBH will also be acquired. TGI Systems Corporation designs, manufactures, installs, and manages signage solutions for the sports and entertainment industry. The company was founded in 1997 and is based in Chicago, Illinois.				
08/22/18	Key Outdoor, Inc.	Link Media Midwest, LLC	\$38.0	n/a	n/a
Description:	Link Media Midwest, LLC acquired substantially all of the operating assets of Key Outdoor, Inc. for \$38 million in cash. Substantially All of the Operating Assets of Key Outdoor, Inc. comprises outdoor advertising billboard services business.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
08/16/18	Xpressdocs Partners, Ltd.	Falcata Capital, LLC	n/a	n/a	n/a
Description:	A fund managed by Falcata Capital, LLC acquired Xpressdocs Partners, Ltd. from The Reynolds and Reynolds Company. Xpressdocs Partners, Ltd. provides on-demand direct marketing solutions for education, financial, healthcare, hospitality, insurance, and real estate industries worldwide. The company was founded in 1998 and is based in Fort Worth, Texas.				
08/02/18	LeaseLabs Inc.	RealPage, Inc.	\$117.0	n/a	n/a
Description:	RealPage, Inc. (NasdaqGS:RP) entered into agreement to acquire substantially all of the assets of LeaseLabs, Inc. for approximately \$120 million. Substantially All of the Assets of LeaseLabs Inc. comprises digital marketing services.				
07/17/18	Marketing, Motivational & Promotional Resources, Inc.	Audax Group, Inc.	n/a	n/a	n/a
Description:	Audax Group, Inc. acquired Marketing, Motivational & Promotional Resources, Inc., which provides sales and marketing services in promotional apparel, promotional products, and advertising specialty items. It also offers embroidery, screen printing, and team uniform services. The company was founded in 1993 and is based in Janesville, Wisconsin.				

Professional Staffing

08/29/18	GreenFoot Technologies	Bigfoot Project Investments, Inc.	n/a	n/a	n/a
Description:	Bigfoot Project Investments, Inc. (OTCPK:BGFT) signed a Letter of Intent to acquire Greenfoot Technologies, a provider of seasoned staffing solutions. The company is based in Overland Park, Kansas.				
08/28/18	Key Resources Inc.	Monroe Staffing Services LLC	\$12.2	0.3x	n/a
Description:	Monroe Staffing Services LLC acquired Key Resources Inc. from Pamela D. Whitaker for \$12.2 million. Key Resources Inc. provides staffing services. The company was founded in 1997 and is based in Greensboro, North Carolina.				

Date	Target	Buyer	Enterprise Value (\$ mm)	Enterprise Value / Revenue	Enterprise Value / EBITDA
08/23/18	DHI Group, Inc.	TCS Capital Management, LLC	\$156.8	0.8x	5.8x
Description:	TCS Capital Management, LLC made a proposal to acquire remaining 90.69% stake in DHI Group, Inc. (NYSE:DHX) for approximately \$130 million. DHI Group, Inc. provides data, insights, and connections services to professional communities in the U.S. and internationally. The company was founded in 1991 and is headquartered in New York.				
08/14/18	Pro R.E.A. Staffing, Inc.	Black29 Group Inc.	n/a	n/a	n/a
Description:	Black29 Group Inc. acquired Pro R.E.A. Staffing, Inc. Pro R.E.A. Staffing, Inc. provides staff recruitment services for the real estate industry. The company was founded in 2008 and is based in Tallahassee, Florida.				
08/01/18	Five Star Company, Inc.	HIRE Strategies, LLC	n/a	n/a	n/a
Description:	HIRE Strategies, LLC acquired Five Star Staffing & Accounting Recruiters. Five Star Company, Inc., doing business as Five Star Staffing & Accounting Recruiters, provides recruitment services for temporary, temporary-to-hire, and direct-hire personnel in administrative and accounting profession. The company was founded in 1994 and is based in Raleigh, North Carolina.				
07/26/18	Beeline.com, Inc.	New Mountain Capital, LLC	n/a	n/a	n/a
Description:	New Mountain Capital, LLC entered into a definitive agreement to acquire Beeline.com, Inc. from Adecco Inc. Beeline.com, Inc. develops non-employee workforce optimization software for procurement, sourcing, and human resources professionals. The company was founded in 1999 and is based in Centennial, Colorado.				
07/20/18	3Ci	Management Analysis & Utilization, Inc.	n/a	n/a	n/a
Description:	MAU Workforce Solutions Inc. acquired 3Ci from Don Barden. Post transaction, 3Ci will keep its name. The transaction gives MAU 10 company-owned offices in three states from the east coast to Utah with employees and consultants working across the world. 3Ci provides information technology (IT) staffing services for various organizations. 3Ci was formerly known as Comprehensive Computer Consulting, Inc. The company was founded in 1978 and is based in Atlanta, Georgia.				

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 ^[1]									
CNDT	Conduent Incorporated	22.04	94.2%	4,654.3	5,847.3	1.0x	8.2x	8.5x	32.1x
EXLS	ExlService Holdings, Inc.	65.73	98.0%	2,255.4	2,090.6	2.6x	18.5x	12.5x	46.9x
G	Genpact Limited	30.33	87.2%	5,761.2	6,664.6	2.3x	16.1x	11.5x	22.0x
IRM	Iron Mountain Incorporated	34.38	82.8%	9,837.7	17,831.9	4.4x	13.0x	11.8x	50.4x
PRGX	PRGX Global, Inc.	8.45	82.0%	198.7	206.6	1.2x	17.1x	8.5x	124.2x
PRSC	The Providence Service Corporation	67.39	80.3%	863.2	911.2	0.6x	12.2x	12.1x	24.4x
SYKE	Sykes Enterprises, Incorporated	30.42	94.6%	1,285.0	1,212.5	0.7x	7.5x	6.7x	57.1x
TTEC	TTEC Holdings, Inc.	25.87	59.1%	1,194.5	1,420.0	0.9x	8.0x	7.2x	NM
WNS	WNS (Holdings) Limited	50.39	92.7%	2,543.3	2,518.1	3.2x	21.4x	17.1x	29.1x
					Mean	1.9x	13.6x	10.7x	37.4x

HR Services ^[2]									
Ticker	Company Name	Stock Price	% of 52 Week High	Market Cap (\$mm)	Enterprise Value (\$mm)	LTM Revenue	LTM EBITDA	NTM EBITDA	P/E
JOBS	51job, Inc.	75.64	66.0%	4,669.3	3,902.4	7.9x	24.9x	18.3x	NM
ADP	Automatic Data Processing, Inc.	150.74	98.9%	65,939.7	65,768.8	4.9x	22.5x	19.7x	41.2x
BBSI	Barrett Business Services, Inc.	66.38	67.2%	488.6	458.6	0.5x	13.1x	9.7x	18.8x
DHX	DHI Group, Inc.	2.00	61.5%	107.4	116.4	0.6x	4.3x	3.8x	6.1x
NSP	Insperity, Inc.	117.52	97.0%	4,926.9	4,715.4	1.3x	26.6x	20.1x	45.1x
PAYX	Paychex, Inc.	73.72	97.3%	26,516.5	26,092.3	7.7x	18.3x	17.5x	28.6x
					Mean	3.0x	18.3x	14.9x	28.0x

[1] PRGX is excluded from mean P/E multiple calculation.

[2] 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 ^[3]									
CPRT	Copart, Inc.	52.63	78.5%	12,311.0	12,436.4	6.9x	17.1x	16.4x	30.4x
CSGP	CoStar Group, Inc.	414.35	92.4%	15,078.6	14,112.4	13.2x	49.3x	31.4x	84.1x
DNB	The Dun & Bradstreet Corporation	142.65	98.4%	5,296.0	6,449.3	3.6x	12.1x	11.9x	22.4x
EFX	Equifax Inc.	130.79	94.3%	15,748.7	18,110.8	5.3x	18.4x	14.9x	31.5x
FDS	FactSet Research Systems Inc.	225.39	95.0%	8,645.6	8,982.5	6.7x	21.2x	18.1x	33.2x
FICO	Fair Isaac Corporation	227.47	94.3%	6,629.5	7,268.2	7.2x	32.3x	27.3x	54.3x
FORR	Forrester Research, Inc.	45.51	91.0%	822.5	679.5	2.0x	21.5x	14.2x	69.0x
IT	Gartner, Inc.	158.27	98.2%	14,373.8	16,662.8	4.4x	32.9x	21.6x	170.4x
INWK	InnerWorkings, Inc.	7.86	65.3%	406.2	545.7	0.5x	19.8x	9.1x	95.5x
LQDT	Liquidity Services, Inc.	5.92	74.0%	190.2	96.8	0.4x	NM	NM	NM
MORN	Morningstar, Inc.	125.37	86.9%	5,345.3	5,118.4	5.3x	19.5x	NM	34.4x
RBA	Ritchie Bros. Auctioneers Incorporated	36.17	93.3%	3,924.5	4,481.3	6.2x	20.7x	16.3x	35.6x
					Mean	4.4x	24.1x	18.1x	38.9x

[3] CSGP is excluded from mean LTM revenue multiple calculation; CSGP, IT and INWK are 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 ^[4]									
ACN	Accenture plc	173.51	98.8%	111,176.2	106,496.5	2.7x	15.7x	14.8x	27.4x
CTSH	Cognizant Technology Solutions Corporation	76.98	90.5%	44,666.4	41,168.4	2.7x	12.8x	11.4x	31.2x
CTG	Computer Task Group, Incorporated	5.65	58.7%	81.8	78.4	0.2x	10.9x	5.7x	97.8x
PRFT	Perficient, Inc.	25.94	83.4%	903.0	948.6	1.9x	16.7x	11.8x	36.0x
SNX	SYNNEX Corporation	85.02	59.9%	3,369.2	4,822.2	0.3x	6.8x	6.4x	12.0x
Mean						1.6x	12.6x	10.0x	26.6x

Marketing Services ^[5]									
RAMP	LiveRamp Holdings, Inc.	48.48	94.1%	3,765.1	3,898.7	4.2x	40.4x	21.1x	177.6x
HHS	Harte Hanks, Inc.	7.05	58.0%	44.0	33.5	0.1x	NM	NM	NM
VVI	Viad Corp	58.54	93.7%	1,189.9	1,399.9	1.1x	12.2x	8.8x	32.9x
Mean						1.8x	26.3x	14.9x	32.9x

Professional Staffing									
SWX: ADEN	Adecco Group AG	51.68	64.5%	8,570.4	10,414.7	0.4x	7.9x	7.7x	10.3x
AMN	AMN Healthcare Services, Inc.	52.54	77.0%	2,495.3	2,947.6	1.4x	11.8x	10.4x	17.5x
ASGN	ASGN Incorporated	77.32	82.0%	4,047.9	5,244.1	1.8x	16.5x	12.4x	24.7x
CCRN	Cross Country Healthcare, Inc.	8.38	57.2%	304.1	368.9	0.4x	9.3x	9.3x	8.0x
KELY.A	Kelly Services, Inc.	23.25	72.0%	904.8	872.6	0.2x	8.1x	7.1x	16.8x
KFRC	Kforce Inc.	36.74	84.4%	908.2	1,010.5	0.7x	12.2x	10.2x	22.5x
MAN	ManpowerGroup Inc.	85.40	62.4%	5,542.0	5,946.6	0.3x	6.3x	6.4x	9.6x
ENXTAM: RAND	Randstad NV	46.00	77.3%	8,422.8	9,938.3	0.4x	9.3x	8.0x	12.6x
RCMT	RCM Technologies, Inc.	4.22	56.3%	51.8	80.6	0.4x	9.9x	8.5x	18.9x

[4] CTG is excluded from mean P/E multiple calculation.
[5] RAMP 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	
RECN	Resources Connection, Inc.	16.58	92.4%	522.2	528.8	0.8x	10.4x	11.1x	27.6x
RHI	Robert Half International Inc.	69.40	86.8%	8,351.9	8,044.0	1.5x	13.2x	12.1x	25.3x
STAF	Staffing 360 Solutions, Inc.	2.13	37.4%	10.1	64.2	0.3x	16.3x	4.4x	NM
TBI	TrueBlue, Inc.	25.67	86.0%	1,009.0	1,092.8	0.4x	8.7x	8.2x	16.4x
Mean						0.7x	10.8x	8.9x	17.5x

Specialty Consulting ^[6]									
CBZ	CBIZ, Inc.	23.19	95.1%	1,268.4	1,448.2	1.6x	13.8x	12.2x	20.5x
CRAI	CRA International, Inc.	49.75	84.7%	402.0	414.1	1.1x	14.7x	NM	33.6x
EXPO	Exponent, Inc.	52.43	96.1%	2,728.3	2,535.0	7.3x	29.0x	26.4x	56.6x
FCN	FTI Consulting, Inc.	72.69	88.7%	2,695.1	2,950.2	1.5x	11.7x	13.3x	15.2x
HURN	Huron Consulting Group Inc.	49.11	97.4%	1,058.0	1,400.2	1.9x	15.5x	13.5x	NM
MMS	MAXIMUS, Inc.	63.72	87.6%	4,093.3	3,848.0	1.6x	10.5x	11.0x	18.5x
HCKT	The Hackett Group, Inc.	19.75	95.9%	581.9	582.1	2.2x	13.9x	11.3x	18.8x
Mean						1.6x	15.6x	14.6x	27.2x

OVERALL BUSINESS SERVICES SECTOR						Mean	2.1x	17.3x	13.2x	29.8x
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[6] 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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