

### QUARTERLY INDUSTRY UPDATE | SECOND QUARTER 2014



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#### **About SOLIC**

SOLIC Capital Advisors, LLC ("SCA") is a leading specialty investment bank providing merger & acquisition, restructuring, capital placement and valuation advisory services to companies, lenders, institutional investors, the legal and other creditor community constituencies. SCA is part of the SOLIC platform that includes: financial advisory, principal investing, and asset management services.

The SCA Business Services Index underperformed the broader markets in Q2 2014, declining by 2.7% compared to an increase of 4.0% for the S&P 500. Despite strong performances by several staffing sector leaders (Manpower, Robert Half), the overall sector was dragged down by concerns of slowing economic growth. In particular, the SCA HR Services sector (down 8.0%), SCA Marketing Services sector (down 22.6%) and SCA Professional Staffing sector (down 5.0%) were particularly impacted by concern about slowing U.S. employment growth and small business investment. In addition, several subsectors, such as healthcare staffing and advertising, continue to experience challenges related to the fundamental transitions occurring within their respective industries.

Merger & acquisition activity in the SCA Business Services sector was primarily comprised of either small regional mergers or large market leaders selectively acquiring smaller companies to expand service offerings or consolidate market share. In addition, private equity firms continue to aggressively seek platform acquisitions in the business and technology sectors. Notable merger and acquisition transactions during the quarter include:

- TrueBlue Inc. (NYSE:TBI) acquired Seaton Corp., a leading provider of highvolume, vendor-on-premise staffing and recruitment process outsourcing services for \$310 million
- Cross Country Healthcare Inc. (NASDAQ:CCRN) acquired Medical Staffing Network, the sixth-largest provider of healthcare staffing in the U.S. for \$48 million
- ExamWorks Group, Inc. (NYSE:EXAM) acquired Ability Services Network, Inc., a provider of case management and technology services for medical recovery solutions for \$80 million.
- Riordan, Lewis & Haden acquired Clarity Solution Group, Inc., a rapidly growing provider of high-value data analytics consulting services to a wide variety of industries including financial services, healthcare, media, and manufacturing
- Account Control Technology, Inc. acquired Convergent Resources Holdings, LLC, a leading provider of consumer contact outsourcing services, commercial receivables management and healthcare revenue cycle management from Silver Oak Services Partner
- The Riverside Company acquired BeneSys, Inc., a provider of administration and information technology (IT) services to trust funds from High Street Capital

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

Street F Hayord
Gregory Hagood
Senior Managing Director

ghagood@soliccapital.com 404.504.2017

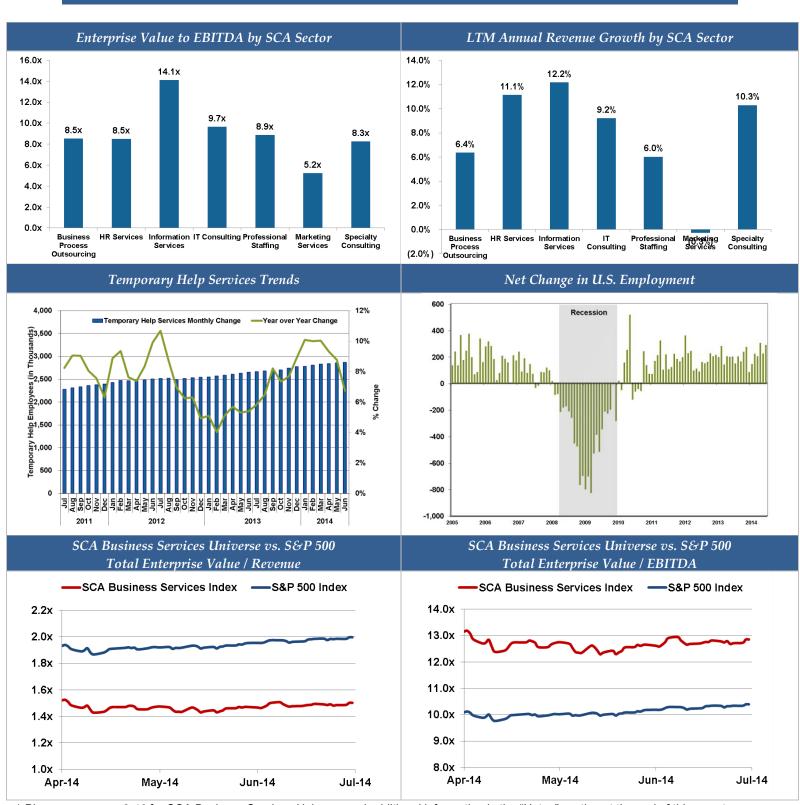
Edward R. Casas Senior Managing Director

ecasas@soliccapital.com 847.583.1619



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### Business Services \*: Market Overview

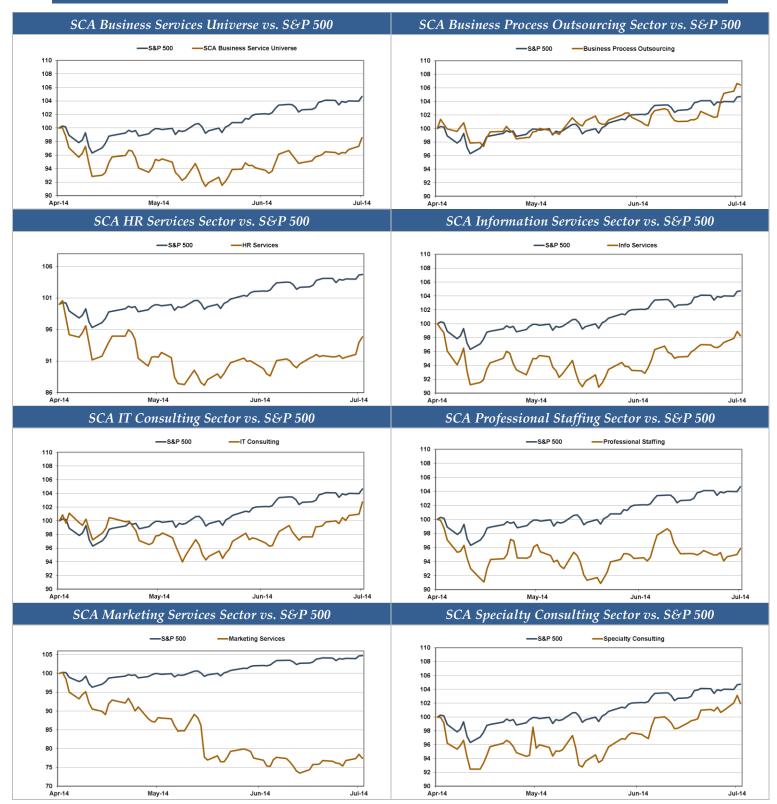


<sup>\*</sup> Please see pages 9-10 for SCA Business Services Universe and additional information in the "Notes" section at the end of this report



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### **Business Services \*: Stock Performance**



<sup>\*</sup> Please see pages 9-10 for SCA Business Services Universe and additional information in the "Notes" section at the end of this report



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### **Business Services: Notable Industry Developments**

#### **Industry Development**

The Bureau of Labor Statistics reported that temporary employment increased during the second quarter of 2014. Notably, temporary help service employment increased 2.1% during the three month period ending June 30, 2014 to an estimated 2.84 million. Temporary help employment added 58,000 new jobs for the quarter ending June 2014.

The weekly initial jobless claims, as reported by the Bureau of Labor Statistics, for the week ending July 19, 2014, was 284,000, a decrease of 19,000 from the previous week's revised level. The last time initial claims were this low was February 18, 2006 when they were 283,000.

The percentage of temporary workers to total workers, called the "temporary penetration rate," is commonly used as a metric to track the staffing sector. Based on the *Current Employment Statistics - June 2014* from the Bureau of Labor Statistics, the June 2014 temporary penetration rate was 2.06% surpassing the previous historical peak of 2.03% in April 2000. The month of August 2009 saw the lowest point of 1.33%.

A new report from the National Federation of Independent Business (NFIB) states that small business optimism index increased 1.4 points to 96.6 in May 2014, which broke the 95 ceiling that had not been surpassed since September 2007. However, the index fell 1.6 points in June to bring it to 95.0. The optimism index has trended upward recently, but has struggled to maintain growth over consecutive months. Contributing to the 1.6 point June decline was a reduction in capital outlay, planned spending and lowered expectations for improving business conditions.

According to the ADP National Employment Report, private sector employment increased by 281,000 jobs from May 2014 to June 2014, which is 47% greater than the increase observed between February and March 2014. The construction industry added 36,000 jobs in June, more than double the May number. There was a significant increase jobs for small businesses between June 2013 and 2014. Specifically, in June 2013 there were 14,000 jobs created, while in June 2014 there were 82,000. Service-providing employment rose by 230,000 jobs in June, up from 148,000 in May. The ADP National Employment Report indicates that professional / business services contributed 77,000 jobs in June, up from 46,000 in May. The 11,000 new jobs added in financial activities was approximately double the previous month's number.

IPC The Hospitalist Company, Inc. noted a developing trend where providers are offering bundled services to hospitals, e.g. emergency room and hospitalist services. This trend may have an adverse impact on select hospitalist staffing companies as the newer providers may be more willing to cross-subsidize the hospitalist service line.



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### **Business Services: Selected M&A Transactions**

Transaction Date	Sector	Target	Buyer	Enterprise Value (\$ in millions)	Enterprise Value / Revenue	Enterprise Value / EBITDA
6/30/2014	Professional Staffing	Seaton Corp.	TrueBlue Inc.	\$310	0.5x	N/A
Staff Manager	nent is a provider	of high-volume, vendor-	ers, was acquired by TrueBlue Inc. Son-premise staffing and managed serout is a provider of admissions process	vice provider serv	vices. PeopleS	Scout is a
6/30/2014	Professional Staffing	Medical Staffing Network	Cross Country Healthcare Inc.	\$48	0.1x	N/A
	nealthcare staffing		Network ("MSN"). Cross Country r ASN ranks as the sixth-largest. Their			
6/18/2014	Specialty Consulting	VEGA Consulting LLC	Artech Information Systems LLC	N/A	N/A	N/A
Artech Inform	U		ting LLC, a marketing consulting and	d strategy firm, or	n June 13, 2014	1.
6/16/2014	IT Services	Clarity Litigation Support, LLC	Iris Data Services, Inc.	N/A	N/A	N/A
Iris Data Servi	ces, Inc. acquired	Clarity Litigation Suppor	t, LLC, a provider of data processing	and imaging solu	utions to litiga	tion firms.
6/15/2014	Specialty Consulting	Cipe Consulting Group	Cumberland Consulting Group	N/A	N/A	N/A
acquired the a	ssets of Seattle-bas	sed Cipe Consulting Gro	hnology implementation and project up, LLC, a growing healthcare technomentation and support, including w	ology consulting f	irm specializii	
6/14/2014	IT Services	Clarity Solution Group, Inc.	Riordan, Lewis & Haden	N/A	N/A	N/A
	•	-	o, Inc. a rapidly growing provider of ll services, healthcare, media, and ma	~	nalytics consu	ılting
6/10/2014	Advertising	Kontera Technologies, Inc.	Amobee, Inc.	\$150	N/A	N/A
			uire Kontera Technologies, Inc. from equoia Capital, and others for \$150 m			

Amobee, Inc. entered into a conditional agreement to acquire Kontera Technologies, Inc. from Abundant Venture Partners, Carme Ventures, Globespan Capital Partners, Tenaya Capital, Sequoia Capital, and others for \$150 million in cash. Kontera offers in-text advertising solutions.

6/10/2014 Specialty Ability Services ExamWorks Group, Inc. \$80 N/A N/A Consulting Network, Inc. (NYSE:EXAM)

ExamWorks Group, Inc. (NYSE:EXAM) acquired Ability Services Network, Inc., a leading provider of case management and technology services that offer true medical recovery solutions, for \$80 million in cash.



Enterprise

Enterprise

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Enterprise

### Business Services: Selected M&A Transactions (cont.)

Transaction	Transaction			Value	Value /	Value /			
Date	Sector	Target	Buyer	(\$ in millions)	Revenue	EBITDA			
6/4/2014	Advertising	emedia Communi- cations LLC	Ziff Davis Media Inc.	N/A	N/A	N/A			
Business Info	ormation, Inc. Ziff D	avis also signed an agree	LC, a provider of research to IT buy ement to acquire the UK-based divis lia will become part of the Ziff Davis	ion of emedia, whi					
6/2/2014	Advertising	NowSpots, Inc.	Marin Software Incorporated (NYSE:MRIN)	\$23	N/A	N/A			
	ora for \$22.8 million	, <del>-</del>	wSpots, a developer and marketer o y 30, 2014. Marin Software will pay						
5/29/2014	Advertising	Truckload Mgmt.	Pegasus TransTech	N/A	N/A	N/A			
Truckload M management	Services, Inc. Corporation  Pegasus TransTech Corp. acquired Truckload Management Services, Inc. and ACS Advertising from Xerox Corporation (NYSE:XRX).  Truckload Management Services, Inc. provides business process improvement, imaging and data capture/entry, enterprise content management, safety and compliance, and outsourced IT solutions in the truckload market segments. ACS Advertising provides marketing, consulting, advertising, and branding services.								
5/29/2014	Specialty Consulting	Ecova, Inc.	Cofely USA Inc.	\$335	1.9x	N/A			
and analysis,	Cofely USA Inc. signed a definitive agreement to acquire Ecova, Inc., a provider of energy management services including bill processing and analysis, site service management, and energy supply management, from Insight Venture Partners and other shareholders for approximately \$340 million								

5/20/2014 Specialty Convergent Account Control Technology, N/A N/A N/A

Consulting Resources Holdings, Inc.

LLC

Account Control Technology, Inc. acquired Convergent Resources Holdings, LLC, a leading provider of consumer contact outsourcing services, commercial receivables management and healthcare revenue cycle management from Silver Oak Services Partners, LLC, Peachtree Equity Partners Fund II, L.P., fund of Peachtree Equity Partners, BNY Mezzanine Partners L.P., fund of BNY Mellon-Alcentra Mezzanine Partners and other shareholders.

5/20/2014 IT Services PeopleServe, Inc. Staffing 360 Solutions, Inc. \$7 N/A N/A (OTCBB:STAF)

Staffing 360 Solutions, Inc. (OTCBB:STAF) acquired PeopleServe, Inc. and a 49% stake in PeopleSERVE PRS, Inc. from Linda Moraski for \$7.2 million on May 17, 2014. Staffing 360 will pay \$2.7 million in cash, issue 1.1 million common shares of its common stock and issue a promissory note in the amount of \$2.4 million. PeopleServe provides IT staffing and consultant advocacy services for government, commercial, and educational organizations in the greater Boston area.

5/20/2014 Specialty Mgmt. Resources Emerson Electric Co. \$150 N/A N/A Consulting Group, Inc. (NYSE:EMR)

Emerson Electric Co. (NYSE:EMR) acquired Management Resources Group, Inc., a leading reliability consulting services firm. Post-acquisition, Management Resources will join Emerson Process Management's existing asset management capabilities.

5/15/2014 Advertising Direct Response In Focus Brands, Inc. N/A N/A N/A Marketing Institute

In Focus Brands acquired Direct Response Marketing Institute, a provider of direct response advertising, marketing and sales systems.



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## Business Services: Selected M&A Transactions (cont.)

Transaction				Enterprise Value	Enterprise Value /	Enterprise Value /		
Date	Sector	Target	Buyer	(\$ in millions)	Revenue	EBITDA		
5/14/2014	IT Services	ConvergeOne, LLC	Clearlake Capital Group, LLC	N/A	N/A	N/A		
	pital Group, LLC sig nter, and unified co		nt to acquire ConvergeOne, LLC , a	provider of telepl	hony solutions	s including		
5/9/2014	Professional Staffing	Advance Employment Enterprises, Inc.	AccessPoint LLC	\$23	N/A	N/A		
AccessPoint I	LLC acquired Adva	nce Employment, a provid	er of employment and recruiting s	ervices.				
5/7/2014	ВРО	Center Partners, Inc.	Qualfon, S.C.	N/A	N/A	N/A		
	-	-	contact center and Web self-service entry/fulfillment for retail, from T					
5/5/2014	IT Consulting	Vonlay LLC	Huron Consulting Group	N/A	N/A	N/A		
•	~ .	•	z, was acquired by Huron Consulti es in healthcare information techno		•			
5/2/2014	Advertising	Opinion Centers America Inc.	Precision Dialogue	N/A	N/A	N/A		
Precision Dia	logue acquired the	assets of Opinion Centers	America, a provider of marketing r	esearch services.				
4/30/2014	IT Services	7Delta, Inc.	ManTech International Corp. (NasdaqGS:MANT)	N/A	N/A	N/A		
technology se	ManTech International Corporation (NasdaqGS:MANT) signed a definitive agreement to acquire 7Delta, Inc., a provider of information technology services to the civilian and defense sectors of the U.S. Government, on April 29, 2014. ManTech will fund the acquisition primarily from cash on hand with additional funding from its existing line of credit.							
4/27/2014	Advertising	The Pappas Group, LLC	Digital Management, Inc.	\$20	N/A	N/A		
Digital Mana	gement, Inc. acquire	ed Pappas Group, a digital	agency that focuses on brand deve	elopment, for app	roximately \$20	) million.		
4/22/2014	Professional Staffing	Montgomery Professional Services Corporation	Global Upside, Inc.	N/A	N/A	N/A		
•	e, Inc. acquired Morccounting services.		vices Corporation, a provider of re	cruiting, tempora	ry staffing, and	d onsite		



4/4/2014

**Professional** 

Consulting

Staffing

Staff Pro Inc.

# **Business Services**

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N/A

N/A

N/A

### Business Services: Selected M&A Transactions (cont.)

Transaction				Enterprise Value	Enterprise Value /	Enterprise Value /		
Date	Sector	Target	Buyer	(\$ in millions)	Revenue	EBITDA		
4/22/2014	IT Services	The Recruiters Lounge	1		N/A	N/A		
Xceptional HR Consulting, LLC acquired The Recruiters Lounge. The Recruiters Lounge operates as a blog that offers employment news, articles, comics, videos, and podcasts. It focuses on recruiting, sourcing, and job searching.								
4/21/2014	Professional Staffing	HireStrategy, Inc.	Addison Group, LLC	\$23	N/A	N/A		
Trilantic Cap	ital Partners. HireSt	trategy provides contract s	ington DC market, was acquired by staffing services, direct hire search, an resources and administrative pr	and executive sea	•			
4/17/2014	Advertising	The Campus Special, LLC	Chegg, Inc. (NYSE:CHGG)	<b>\$17</b>	N/A	N/A		
Chegg, Inc. (NYSE:CHGG) acquired The Campus Special, LLC for \$17 million in cash and stock. Campus Special will be rebranded Chegg Campus Deals pursuant to the deal. The Campus Special, LLC provides coupon books to college students.								
4/8/2014	IT Consulting	Smart Data Consulting Corp.	Xerox Corporation (NYSE:XRX)	N/A	N/A	N/A		
Xerox Corporation (NYSE:XRX) acquired Smart Data Consulting Corporation, a provider of technology consulting and e-discovery services to legal, government, and corporate entities.								

U.S. Security Associates, Inc. acquired Staff Pro Inc., a provider of crowd management, event staffing, and consulting services. Post-acquisition, U.S. Security will retain Staff Pro's offices and the Staff Pro name.

U.S. Security Associates, Inc.

4/1/2014	BPO	Array Services	United Recovery Systems, LP	N/A	N/A	N/A		
		Group, Inc.						
	United Recovery Systems, LP acquired Array Services Group, Inc., a provider of account receivables management and revenue cycle management.							
4/1/2014	Specialty	BeneSys, Inc.	The Riverside Company	N/A	N/A	N/A		

The Riverside Company through Riverside Micro-Cap Fund I, L.P. acquired BeneSys, Inc., a provider of administration and information technology (IT) services to trust funds from High Street Capital.





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## **Business Services \*: Valuation Metrics by Sector**

						Market	Enterprise	Ente	rprise V	alue to:	
		Stock	52 - \	Week	% of 52	Сар	Value	LTM	LTM	NTM	
Ticker	Company Name	Price	High	Low	Week High	(\$ mm)	(\$ mm)	Sales	EBITDA	EBITDA	P/E
Bueinage D	Process Outsourcing										
CVG	Convergys Corporation	21.74	24.43	17.16	89.0%	2,206.0	2,687.5	1.2x	9.9x	7.1x	54.7
EXLS	Exiservice Holdings, Inc.	30.19	31.42	22.98	96.1%	1,013.1	864.6	1.8x	9.0x	8.5x	20.7
G	Genpact Limited	17.85	21.30	13.68	83.8%	3,857.0	3,951.4	1.8x	10.3x	10.4x	18.2
IRM	Iron Mountain Inc.	35.36	36.00	25.03	98.2%	6,824.5	11,006.6	3.6x	12.7x	11.7x	55.7
PRGX	PRGX Global, Inc.	6.67	7.76	5.35	86.0%	200.6	154.9	0.8x	8.7x	5.7x	NN
PRSC	Providence Service Corp.	36.92	43.35	23.91	85.2%	537.9	562.5	0.5x	10.2x	7.5x	27.1
SRT	StarTek, Inc.	7.52	7.83	4.58	96.0%	115.7	110.8	0.5x	11.2x	10.1x	Z7.17 NN
SYKE	Sykes Enterprises, Incorporated	22.15	23.29	15.59	95.1%	972.9	858.4	0.5x 0.7x	7.2x	6.3x	23.1
TTEC	TeleTech Holdings Inc.	29.46	29.97	20.77	98.3%	1,456.3	1,448.5	1.2x	9.2x	8.6x	21.8
	<u> </u>										
WNS	WNS (Holdings) Ltd.	19.32	22.61	16.55	85.4%	992.0	959.3	1.9x	9.9x	9.5x	24.5
							Mean	1.4x	9.8x	8.5x	30.7
HR Services	1										
JOBS	51job lnc.	69.03	86.00	59.00	80.3%	4,085.4	3,555.7	13.3x	41.9x	31.3x	50.7
ADP	Automatic Data Processing, Inc.	80.37	83.82	69.20	95.9%	38,746.5	37,064.7	3.1x	14.9x	13.8x	27.0
BBSI	Barrett Business Services Inc.	48.93	102.20	41.96	47.9%	351.1	259.1	0.5x	10.4x	6.9x	21.6
CNQR	Concur Technologies, Inc.	95.16	130.39	74.43	73.0%	5,412.9	5,281.7	8.4x	206.0x	39.5x	NN
DHX	Dice Holdings, Inc.	7.80	9.86	6.50	79.1%	423.7	527.0	2.4x	8.4x	7.0x	34.4
NSP	Insperity, Inc.	33.00	39.69	26.85	83.1%	842.7	582.2	0.3x	8.1x	7.8x	29.7x
MWW	Monster Worldwide, Inc.	6.63	8.50	4.03	78.0%	603.4	768.8	1.0x	7.7x	6.2x	Z9.7X
PAYX	Paychex, Inc.	42.13	45.95	36.62	91.7%	15,324.3	14,773.1	5.9x	13.6x	12.8x	24.6x
SABA	Saba Software, Inc.	11.30	13.90	9.20	81.3%	336.6	0.0	0.0x	NM	0.0x	NIV
TW	Tow ers Watson & Co.	105.68	131.73	72.95	80.2%	7,429.3	7,009.3	1.9x	10.5x	9.7x	20.1
						,	,				
[1] CNQR is 6	excluded from mean EV / LTM EBITDA and EV / NT	M EBITDA calcu	ulations.				Mean	3.7x	14.4x	10.6x	29.7x
Information	n Services <sup>2</sup>										
ABCO	The Advisory Board Company	51.85	70.55	46.58	73.5%	1,897.8	1,872.1	3.6x	33.0x	18.4x	77.4x
SCOR	comScore, Inc.	37.45	37.57	24.31	99.7%	1,305.6	1,276.8	4.3x	50.5x	18.6x	NN
CPRT	Copart, Inc.	36.26	37.54	30.38	96.6%	4,570.4	4,758.1	4.2x	12.7x	11.2x	28.1x
CEB	Corporate Executive Board Co.	69.37	81.00	61.75	85.6%	2,344.6	2,706.3	3.2x	15.4x	11.7x	83.5x
CSGP	CoStar Group Inc.	160.10	218.17	130.00	73.4%	5,081.1	5,006.4	11.0x	43.1x	26.5x	109.2x
TRAK	Dealertrack Technologies, Inc.	45.59	58.84	35.57	77.5%	2,442.6	3,043.1	5.7x	57.2x	15.9x	NM
DNB	Dun & Bradstreet Corp.	111.84	124.59	94.29	89.8%	4,139.9	5,392.3	3.3x	10.7x	10.2x	14.9x
EFX	Equifax Inc.	72.36	73.39	58.74	98.6%	8,830.1	10,403.0	4.5x	12.7x	11.8x	26.9x
FDS	FactSet Research Systems Inc.	120.60	121.12	101.07	99.6%	5,065.2	4,931.1	5.5x	14.2x	13.6x	25.3x
FICO	Fair Isaac Corporation	64.88	65.61	46.54	98.9%	2,223.6	2,598.4	3.5x	13.3x	11.7x	27.1x
FORR	Forrester Research Inc.	38.74	41.36	32.15	93.7%	729.0	571.8	1.9x	18.1x	16.1x	74.6x
П	Gartner Inc.	72.08	75.61	55.75	95.3%	6,503.5	6,580.9	3.6x	21.2x	16.0x	36.9x
IHS	IHS Inc.	136.74	139.65	103.18	97.9%	9,315.2	10,962.1	5.1x	23.7x	15.7x	61.5x
INWK	InnerWorkings Inc.	8.42	12.29	5.54	68.5%	435.0	498.8	0.5x	26.1x	11.0x	NN
LQDT	Liquidity Services, Inc.	15.70	38.31	12.05	41.0%	503.6	401.8	0.8x	5.3x	5.6x	14.8
MORN	Morningstar Inc.	71.68	85.97	67.77	83.4%	3,206.5	2,945.1	4.1x	13.2x	12.7x	27.4
RBA	Ritchie Bros. Auctioneers Incorporated	24.60	25.73	18.08	95.6%	2,636.5	2,500.8	5.4x	14.9x	13.4x	28.0x
[2] A DOO OF	ED FORD and COCD are such at a form and DE	voloviloti					Maan	4.4.	00.7	4.4.4	00.4
IZI ADOU, OL	EB, FORR and CSGP are excluded from mean P/E of	aiculations.					Mean	4.1x	22.7x	14.1x	29.1

<sup>\*</sup> Please see additional information in the "Notes" section at the end of this report





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## **Business Services \*: Valuation Metrics by Sector (***cont.***)**

	_	Market			Market	Enterprise	terprise Enterprise Value to:				
		Stock	52 - W	leek	% of 52	Сар	Value	LTM	LTM	NTM	
Ticker	Company Name	Price	High	Low	Week High	(\$ mm)	(\$ mm)	Sales	EBITDA	EBITDA	P/E
IT Consulting											
ACN	Accenture plc	81.25	85.88	69.78	94.6%	51,288.4	47,805.2	1.6x	10.6x	9.3x	19.8x
CBR	Ciber, Inc.	5.04	5.09	3.08	99.0%	391.3	376.9	0.4x	13.7x	7.2x	NM
CTSH	Cognizant Technology Solutions Corporation	49.80	54.00	31.84	92.2%	30,301.0	26,436.0	2.9x	13.5x	12.0x	23.5x
CTG	Computer Task Group Inc.	16.78	26.11	13.57	64.3%	308.7	276.4	0.7x	10.7x	9.7x	19.3x
DST	DST Systems Inc.	92.97	99.89	65.90	93.1%	3,690.1	4,219.3	1.6x	9.4x	8.9x	11.2x
IGTE PRFT	iGATE Corporation	38.70	41.41	16.45	93.5%	2,275.9	3,481.6	3.0x	12.6x 15.2x	11.0x	33.4x
	Perficient Inc.	20.14	24.11	12.51	83.5%	696.0	741.3	2.0x		9.6x	NM 27.0v
SAPE SNX	Sapient Corp.	16.45 73.80	17.95 79.44	12.93	91.6% 92.9%	2,332.0	2,057.3	1.6x	12.2x 12.0x	10.4x 7.6x	27.9x
SYNT	SYNNEX Corp.			42.51		2,885.6	3,486.3	0.3x			23.1x
STIVI	Syntel, Inc.	87.72	97.23	62.91	90.2%	3,663.2	3,094.5	3.6x	10.5x	11.0x	15.9x
							Mean	1.8x	12.0x	9.7x	21.8x
							Mean	1.0x	12.01	3.17	21.0
Professional St	affing <sup>34</sup>										
SWX:ADEN	Adecco S.A.	72.60	79.80	53.40	91.0%	12,932.8	14,189.7	0.6x	12.3x	10.0x	17.8x
AHS	AMN Healthcare Services Inc.	12.65	16.20	10.35	78.1%	588.2	737.7	0.7x	9.3x	9.1x	18.3x
CDI	CDI Corp.	14.43	19.19	13.36	75.2%	281.9	286.9	0.3x	8.8x	7.1x	23.3x
CCRN	Cross Country Healthcare, Inc.	6.53	11.54	5.17	56.6%	203.1	215.5	0.5x	39.6x	13.5x	NM
KELY.A	Kelly Services, Inc.	17.57	26.17	17.05	67.1%	656.7	653.6	0.1x	8.4x	7.5x	13.9x
KFRC	Kforce Inc.	22.05	23.80	14.70	92.6%	743.1	804.6	0.7x	13.8x	9.9x	52.6x
MAN	Manpow erGroup Inc.	85.27	87.16	53.60	97.8%	6,789.5	6,622.7	0.3x	9.1x	7.8x	20.5x
ASGN	On Assignment Inc.	36.11	39.86	25.24	90.6%	1,961.7	2,332.2	1.4x	14.7x	11.1x	33.8x
ENXTAM:RAND	Randstad Holding NV	40.12	49.85	31.42	80.5%	7,214.6	7,928.6	0.5x	13.1x	9.5x	29.6x
RCMT	RCM Technologies Inc.	6.45	7.22	5.29	89.3%	80.7	75.1	0.4x	8.0x	0.0x	35.8x
RECN	Resources Connection Inc.	13.24	15.94	11.64	83.1%	513.1	405.8	0.7x	10.0x	7.4x	28.8x
RHI	Robert Half International Inc.	48.18	48.50	30.64	99.3%	6,624.0	6,357.7	1.5x	13.9x	11.7x	25.6x
TBI	TrueBlue, Inc.	28.23	30.64	20.35	92.1%	1,162.2	1,033.0	0.6x	11.2x	8.6x	24.1x
	ded from mean EV / LTM EBITDA calculations.						Mean	0.6x	11.0x	8.7x	24.7x
[4] KFRC is exclude	ded from mean P/E calculations.										
	• 5										
Marketing Serv		00.00	00.00	00.00	50.40/	4 000 0	4 500 0	4.5	7.0		405.0
ACXM	Acxiom Corporation	22.06	39.30	20.30	56.1%	1,699.6	1,598.6	1.5x	7.9x	7.7x	185.9x
HHS	Harte-Hanks Inc.	7.27	10.12	6.62	71.8%	456.4	466.8	0.8x	7.8x	6.7x	22.8x
VVI	Viad Corp	24.14	28.97	21.89	83.3%	493.4	459.4	0.5x	7.5x	6.5x	27.0x
[5] A CYM is exclu	ided from mean P/E calculations.						Mean	0.9x	7.7x	7.0x	24.9x
[J] ACAIVI IS EXCIU	ided Holli Healt F/L Calculations.						Mean	0.31	1.18	7.08	24.38
Specialty Consu	ıltina										
CBZ	CBIZ, Inc.	9.24	9.45	6.54	97.8%	457.0	670.7	1.0x	9.8x	0.0x	17.7x
CRAI	CRA International Inc.	23.78	24.03	15.64	99.0%	237.2	206.5	0.7x	7.7x	6.8x	20.3x
EXPO	Exponent Inc.	75.45	80.50	59.21	93.7%	988.6	851.2	3.0x	13.2x	11.7x	26.4x
FCN	FTI Consulting, Inc.	37.83	46.73	28.23	81.0%	1,545.5	2,205.5	1.3x	9.4x	10.8x	NM
HURN	Huron Consulting Group Inc.	71.29	72.66	44.33	98.1%	1,607.2	1,749.1	2.3x	10.8x	12.3x	18.3x
MMS	MAXIMUS, Inc.	42.85	50.55	34.65	84.8%	2,900.8	2,770.8	1.8x	10.9x	10.0x	21.5x
NCI	Navigant Consulting Inc.	17.85	19.78	12.17	90.2%	877.3	995.4	1.4x	8.5x	7.8x	17.3x
HCKT	The Hackett Group, Inc.	6.08	7.48	5.22	81.3%	181.7	197.8	1.0x	11.5x	8.1x	38.1x
							Mean	1.5x	10.2x	8.4x	22.8x
OVERALL BUSIN	IESS SERVICES SECTOR						Mean	2.0x	12.6x	9.6x	26.9x

<sup>\*</sup> Please see additional information in the "Notes" section at the end of this report



QUARTERLY INDUSTRY UPDATE | SECOND QUARTER 2014

#### **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.

For further information on our Business Services, please contact: Edward R. Casas, Senior Managing Director, 847.583.1619, ecasas@soliccapital.com Gregory Hagood, Senior Managing Director, 404.504.2017, ghagood@soliccapital.com

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#### QUARTERLY INDUSTRY UPDATE | SECOND QUARTER 2014

### Recent Representative Engagements \*

FINANCIAL **SERVICES** 

REAL ESTATE

AND

INFRASTRUCTURE

**HEALTHCARE** 

\$100,000,000 Capital Placement



Placement Agent and Financial Advisor

\$118,000,000

Sale of senior notes secured by property located at 610 Lexington Avenue New York

610 LEX

Financial Advisor

has been acquired by

**TEAM**Health

Team Health Holdings (NYSE:TMH)

Sell Side Advisor

\$750,000,000 Assets under

Management

SageCrest II, LLC

Fiduciary Oversight

\$212,320,000 **Debt Restructuring** 



The Westland Project Albuquerque, New Mexico

Financial Advisor

\$156,000,000



Financial Advisor, Chief Executive Officer, Chief Restructuring Officer



Restructuring Advisor

\$4,500,000,000 of Assets

SENTINEL

Financial Advisor to Bankruptcy Trustee Chapter 11 Reorganization

\$87,000,000

**Debt Restructuring** for the Illinois Tollway Oasis Project

PARTNERS

Financial Advisor

\$690,600,000

Sale of Assets on behalf of



**MedCath Corporation** (Nasdaq: MDTH)

Sell Side Advisor

\$5,000,000,000

Pre-Filing Secured Indebtedness



Financial Advisor and Chief Restructuring Officer

\$500,000,000

Senior & Mezzanine Debt Restructuring

related to 19 Master Planned Communities

DE Shaw & Co

Financial Advisor

\$327,500,000

Capital Restructuring



Fountains Senior Living Holdings, LLC

Exclusive Financial Advisor

Pre Restructuring **Invested Capital of** Over \$800,000,000



Financial and Restructuring Advisor in Connection with Chapter 11 Bankruptcy

\$240,600,000 Restructured Debt



Alexin, LLC has consummated

an Institutional Private Placement of Series A Senior Preferred Units \$13,100,000 with Term Loan and Revolving Credit Facilities \$30,000,000

Financial Advisor



has merged with



a company sponsored by Berkshire Partners LLC

Financial Advisor to Pasadena Tank Corporation

MANUFACTURING, **BUSINESS** SERVICES, OTHER

**ENERGY** 



Morton Custom Plastics

Financial Advisor Chapter 11 Reorganization lensar. **Tensar Corporation** 

> has completed a capital restructuring of \$280,000,000 of senior debt and

\$100,000,000 of subordinated debt

Financial Advisor

Operational Restructuring

Bocchi Laboratories, Inc

acquired by Investment Group led by John Paul de Joria

Restructuring Advisor and Exclusive Sell Side Financial Advisor

\$289,800,000

Capital Restructuring in connection with a consensual Plan of Reorganization

Heartland Automotive Holdings, Inc. Heartland Automotive Services

America's Largest Jiffy Lube Franchis

Financial Advisor to Unsecured Creditors Committee

<sup>\*</sup> Includes transactions led by the team of SOLIC professionals at predecessor firms