



NACVA AND THE IBA'S 2010 ANNUAL CONSULTANTS' CONFERENCE *SESSION SUMMARY*

JUNE 2—5, 2010

THE FONTAINEBLEAU MIAMI BEACH

MIAMI BEACH, FL USA

Track: Mergers & Acquisitions

Session Date / Time: Thursday, June 3, 2010 / 12:55pm – 1:50pm

Session Title: *Generating Deal Flow*

Session Summary: The first panel discussion “Generating Deal Flow” will focus on generating interest in developing transaction candidates in this challenging economy. The recession has had a negative and dampening impact on deal flow, but these experts provide insights on making the best of a tough environment.

Session Title: *Developing a Specialty Practice*

Session Summary: The second panel discussion “Developing a Specialty Practice” will focus on the actions required to become an acknowledged industry authority. Industry centric expertise will often make the difference in which investment banker secures the client and the potential financial rewards of closing a transaction. Developing a specialty takes tenacity, focus and commitment to become an authority and succeed in these difficult times.

CPE Hours / Fields of Study: One (1) hour / Specialized Knowledge & Applications (SK&A)

Presenter Bio:



Charles Andrews, CBA, is a Managing Director of The McLean Group’s Chicago office. He has more than 35 years of experience in the technology arena. For the past five years his transaction expertise has been on mergers & acquisitions (M&A) for privately-held companies with a focus on distribution, manufacturing and service businesses.

Prior to founding his own business brokerage firm, Mr. Andrews was a principal with Trycos, Inc., responsible for launching a national sales organization delivering eCommerce solutions to Fortune 500 companies. He began his technology career with the NCR Corporation and advanced to senior sales management positions with Motorola, Dell, and Toshiba. As Toshiba’s Central Regional Vice President of Sales, Mr. Andrews was responsible for growing the central US market to \$320 million in sales of portable computers. Before joining Toshiba, Mr. Andrews achieved distinction as a Regional Sales Manager for Dell Computer by negotiating the first single order of desktop computers valued at \$48 million with Ford Motor Company.

Mr. Andrews holds the CBI designation from the International Business Brokers Association and is on the Midwest Business Brokers and Intermediaries' Board of Directors. As a Certified Toastmaster, he is a frequent speaker at business clubs and professional organizations on the topic of privately-held business ownership transfers. His charitable activities include board memberships with The Chicago Aid Society and International Childcare, a children's healthcare NGO with facilities in the Dominican Republic and Haiti. He is also a member of the Union League Club of Chicago.

Presenter Bio:



Greg Boucher, CMAP, CMEA, SBA, is a managing director in The McLean Group's M&A practice. He is also the Director of The McLean Group's [Exit Strategies Institute](#). The Exit Strategies Institute works with companies in a structured program that helps them identify and execute strategies that build and maximize value prior to an exit.

Greg has more than 25 years of both industry and business consulting experience, and writes and speaks regularly on Exit Planning and M&A, including teaching various M&A courses for The National Association of Certified Valuation Analysts. Since 2000, he has served private business clientele in strategic consulting and mergers & acquisition services. Greg has strategic marketing, consulting and M&A experience in the construction, retail, internet, telecom/broadband, technology, printing/lithographic, direct mail, government contracting, and moving and storage industries.

Greg holds a Masters Certificate in Business Management from the A. B. Freeman Graduate School of Business at Tulane University, and holds a BS in Organizational Communications from Missouri State University. He has held professional credentials as a Certified Business Intermediary (CBI) and a Certified Business Councilor (CBC), and currently holds professional certification as a Certified Mergers and Acquisitions Professional (CMAP), a Senior Business Analyst (SBA), and a Certified Machinery and Equipment Appraiser (CMEA). Mr. Boucher is a member of the Association for Corporate Growth and serves on the Board of the Maryland Chapter. He is a member of the Middle Market Investment Banking Association, the National Association of Certified Valuation Analysts, the Society of Business Analysts, and the Mid-Atlantic Business Intermediaries Association, where he served on the board for three consecutive years. Greg is a licensed Commercial Real Estate Agent and is a National Association of Securities Dealers (NASD) registered representative (Series 7 and 63).

Presenter Bio:



Cameron Hamilton, AVA, is a Managing Director of The McLean Group's headquarters office. Mr. Hamilton joined The McLean Group in 2001 and has been involved in more than 20 successful sell- and buy-side mergers & acquisitions (M&A) and capital formation engagements. Currently, he principally focuses on serving clients in the federal contracting and defense technology industries. Some of his recent deals include the acquisition of Haselwood Enterprises and DPK Consulting by Tetra Tech, the acquisition of Arrowhead Global Solutions by Caprock Communications, Abraxas Corporation's acquisition of Dauntless, the acquisition of FIC by MPD, the acquisition of Defense Systems

by Wireless Facilities, and CPI's acquisition of Columbia Research Corporation, among others.

Mr. Hamilton joined The McLean Group from ClearCross, Inc., a leading international trade compliance software vendor. At ClearCross, Mr. Hamilton led the consulting division responsible for strategic business process analysis and return-on-investment opportunity valuation. He also worked as the primary financial analyst supporting the company's multiple acquisitions and capital raises.

Mr. Hamilton earned an AB in Economics from Princeton University, where he was a member of nationally ranked varsity swimming and water polo teams. He is a Financial Industry Regulatory Authority (FINRA) registered representative (Series 7, 63), serves on the Board of Directors of the Business Alliance of George Mason University, and is a member of AFCEA.

Presenter Bio:



John Rovani is a Managing Director of The McLean Group's headquarters office and is responsible for leading the firm's Travel/Transportation and Hospitality investment banking practice. Mr. Rovani brings to The McLean Group more than 20 years of global corporate development, operational and investment banking deal-making experience. His experience includes extensive cross-border deal experience with travel, hospitality and food service/retail companies in the US, UK, India, Spain and other countries.

Mr. Rovani is uniquely qualified to advise firms who seek to achieve growth and liquidity events, as he draws from his previous real-work experiences in which he positioned, packaged, built, led and turned around small firms as well as units of larger companies. Bilingual in English and French and proficient in Spanish, he is a dual citizen of the US and Europe. Rovani has work experience in 28 countries, including four years on the ground in Europe, and has particular expertise in the realms of travel, transportation, hospitality, food service, retail, technology and manufacturing.

Rovani spent nine years with AMR Corporation, where he was a pioneer in the international growth of both American Airlines and Sabre. At American Airlines, he opened a new city in Europe and at Sabre he championed the sale of its passenger reservation and yield-management software to the French Railway. Rovani rose through AMR management ranks from Senior Analyst at Sabre to Vice President of the airline's affiliate, AMR Training and Consulting Group. There, he won and led consulting engagements, including a comprehensive overview of the then third-largest African commercial airline.

Rovani subsequently headed a leading travel agency's strategic enterprise resource planning (ERP) travel management business initiative. He also was President and CEO of an airline revenue management provider, Vice President of Internet Products and Services for a leading hospitality/point-of-sale (POS) service and hardware manufacturer, and President and Chief Operating Officer of a restaurant POS and back-office enterprise management solution provider.

Mr. Rovani is a frequent guest author in industry magazines and guest speaker at

industry events. He holds an MBA from Vanderbilt University, a Bachelor's degree from the University of Massachusetts, and a certificate in negotiations and influence from Georgetown University. He is a Financial Industry Regulatory Authority (FINRA) Registered Representative (Series 7, 63).

Presenter Bio:



Brian A. Sullivan, CPA/ABV, CVA, CEA, CFE, CBA, is a Managing Director of The McLean Group's Silicon Valley office. He specializes in providing advice and planning solutions regarding alternative wealth transfer strategies to owners of closely-held businesses. He has more than 25 years of experience implementing sophisticated wealth transfer techniques to privately-held middle market companies.

Mr. Sullivan earned his BA in Business Economics at the University of California in 1978 and his MS Taxation from Golden Gate University in 1981. He has specialized training and credentials in valuation, forensic accounting, fraud investigation/techniques, insurance and real estate. He also is a licensed Registered Investment Advisor (RIA) holding a Series 7 license and applicable state securities licenses.