



Cassel Salpeter & Co.
INVESTMENT BANKING

Technology Investment Banking
Q3 2016 Review
A Glimmer of Light for Initial Public Offerings

In September there were five technology initial public offerings (IPOs) after a lackluster 2016 with five in Q2 and no IPOs in Q1. Our discussion with private company managements indicate a healthy pipeline of IPOs for 2017. One wonders what the market will be like after the election.

On the M&A and capital raise front, Q2 and Q3 looked similar. Anecdotally, we saw venture capital funds having a hard time raising first and second funds for Series A investments (Series A is typically the first round of institutional investment). Furthermore, the criteria for Series A funding seems to be at a higher threshold and lower valuation. Venture capitalists are requiring more revenue and customers than a year ago.

Venture capital funds seem to be shifting industry focus away from software-as-a-service (SaaS) and internet companies. The cost to develop software is lower than ever (due to the public cloud), but the cost of sales and marketing remains at an all-time high because of too many software companies competing for customers time. As a result, better technology may not be enough to outweigh well-funded sales and marketing teams.

We see continued funding available for funds focused on later stage venture capital and private equity (PE).

On the middle market private equity front, the demand from PE buyers outweighs the supply of attractive companies. In technology and technology-enabled services particularly, we see a lowering of acquisition criteria including revenue and EBITDA targets and the need for recurring / reoccurring revenue.

Despite the recent IPO activity and our conversations with managements on the IPO pipeline, we think the path to liquidity for investors in private technology companies will continue to be largely acquisition by strategic buyers or recapitalization for the foreseeable future.

To maximize a successful exit, we continue to recommend that private companies form alliances with potential acquisition buyers early and keep a list of joint customers to validate the value to the potential buyer.

The remaining pages provide details of recent IPOs and recent acquisitions of public companies, along with our on-going comparable M&A deal and comparable public company reviews.

Sources of information: S&P Capital IQ and Pitchbook.

Cassel Salpeter & Co. is a boutique investment banking firm focused on providing independent and objective advice to middle market and emerging growth companies. Finding the right financial partner in the fragmented technology market requires solid industry positioning and broad industry relationships. We can help.

Our experience and services include:

Mergers & Acquisitions

- Financial advisory
- Sales to strategic and private equity buyers
- Divestitures to strategic and private equity buyers
- Buy-side acquisition programs
- Leveraged & management buyouts
- Going private transactions

Capital Raising

- Financial advisory
- Equity and debt private placements
- Growth capital
- PIPEs
- Recapitalizations

Other Services

- Fairness opinions
- Solvency opinions
- Valuations
- Restructuring, refinancing, and distressed M&A transactions
 - Debtor and creditor representations
 - 363 sales & plans of reorganization



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I YTD Q3 2016 IPOS AND PUBLIC CO M&A

II M&A TRANSACTIONS

III PUBLIC MARKETS REVIEW

Selected Companies Review

(\$ in millions, except per share)

Company	Ticker	Market Statistics			Metrics			Valuation Benchmarks			
		Closing Price	% of 52-week	Enterprise	Revenue	Rev. Growth	LTM EBITDA	EV / Revenue		EV / EBITDA	
		30-Sep-16	High-Low	Value	LTM	'16 E-'17 E	Margin	LTM	2016 E	LTM	2016 E
Q3 2016 IPO											
Nutanix, Inc.	NTNX	\$ 37.00	93.9% - 141.8%	\$ 5,287.2	\$ 444.9	na	-31.2%	11.88x	na	na	na
Tabula Rasa Healthcare, Inc.	TRHC	\$ 14.32	88.6% - 102.3%	297.0	80.3	na	11.0%	3.70x	na	33.7x	na
Apptio, Inc.	APTI	\$ 21.70	88.2% - 103.8%	920.8	142.7	na	-21.0%	6.45x	na	na	na
The Trade Desk, Inc.	TTD	\$ 29.21	87.5% - 108.8%	1,227.5	149.0	27.9%	31.6%	8.24x	6.46x	26.1x	24.1x
Everbridge, Inc.	EVBG	\$ 16.86	90.0% - 143.4%	468.4	67.0	na	-16.1%	6.99x	na	na	na
Impinj, Inc.	PI	\$ 37.42	97.4% - 228.7%	826.0	90.9	25.0%	2.3%	9.09x	7.85x	nm	nm
		<i>Mean</i>	90.9% - 138.1%	\$ 1,504.5	\$ 162.5	26.4%	-3.9%	7.72x	7.16x	29.9x	24.1x
		<i>Median</i>	89.3% - 125.3%	\$ 873.4	\$ 116.8	26.4%	-6.9%	7.61x	7.16x	29.9x	24.1x

Q2 2016 IPOs

Twilio, Inc.	TWLO	\$ 64.36	90.7% - 272.0%	\$ 5,181.5	\$ 219.5	28.5%	-13.9%	23.61x	nm	na	na
NantHealth, Inc.	NH	\$ 13.15	67.1% - 134.3%	1,611.5	85.8	188.7%	-143.8%	18.79x	12.56x	na	na
Cotiviti Holdings, Inc.	COTV	\$ 33.53	97.6% - 197.2%	3,785.2	589.4	9.9%	36.6%	6.42x	6.17x	17.6x	15.7x
Acacia Communications, Inc.	ACIA	\$ 103.28	80.2% - 381.8%	3,539.2	334.6	26.7%	21.7%	10.58x	7.61x	48.8x	27.6x
SecureWorks Corp.	SCWX	\$ 12.51	77.1% - 105.6%	895.9	385.7	19.5%	-10.9%	2.32x	2.11x	na	na
		<i>Mean</i>	82.5% - 218.2%	\$ 3,002.7	\$ 323.0	54.7%	-22.1%	12.35x	7.11x	33.2x	21.7x
		<i>Median</i>	80.2% - 197.2%	\$ 3,539.2	\$ 334.6	26.7%	-10.9%	10.58x	6.89x	33.2x	21.7x

Market value equals price per share times number of shares outstanding. Enterprise value equals market value plus debt, preferred stock, and non controlling interests, less cash.

ACQUISITIONS OF PUBLIC COMPANIES, Q3-2016

Technology Investment Banking

Selected Transactions Review

(\$ in millions)

Transaction				Enterprise Value	Metrics		Valuation Benchmarks				
Date		Target	Acquirer		Target TTM		Implied EV /		Stock Price Premiums		
Ann. Closed						Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
13-May-16	27-Sep-16	Polycorn, Inc.	Siris Capital Group, LLC	\$ 1,224.2	\$ 1,197.8	11.2%	1.02x	9.13x	10.6%	5.5%	
27-May-16	19-Sep-16	FEI Company	Thermo Fisher Scientific, Inc.	4,187.6	973.1	21.4%	4.30x	20.09x	13.7%	18.3%	
18-Nov-15	16-Sep-16	Fairchild Semiconductor	ON Semiconductor Corp.	2,267.4	1,336.3	13.7%	1.70x	12.40x	11.9%	19.0%	
29-Apr-16	7-Sep-16	TiVo Solutions Inc.	Rovi Corporation (nka:TiVo Corporation)	1,319.3	470.3	21.2%	2.80x	13.22x	13.4%	11.8%	
12-Oct-15	7-Sep-16	EMC Corp.	Dell and Silver Lake	55,083.6	24,586.0	20.4%	2.24x	10.97x	19.0%	34.8%	
2-Jun-16	22-Aug-16	Qlik Technologies, Inc.	Thoma Bravo	2,602.9	665.3	2.0%	3.91x	195.28x	5.3%	-1.6%	
23-May-16	19-Aug-16	Xura, Inc.	Siris Capital Group, LLC	683.4	292.7	0.1%	2.33x	na	19.2%	14.3%	
15-Jun-16	16-Aug-16	QLogic Corp.	Cavium, Inc.	983.6	461.9	22.9%	2.13x	9.31x	13.6%	16.8%	
31-May-16	16-Aug-16	Marketo, Inc.	Vista Equity Partners	1,700.5	241.4	-21.0%	7.04x	na	9.5%	60.3%	
31-May-16	10-Aug-16	Electro Rent Corporation	Platinum Equity, LLC	352.1	175.3	5.6%	2.01x	36.08x	46.9%	54.8%	
27-Jun-16	8-Aug-16	ReachLocal, Inc.	Gannett Co., Inc.	155.1	361.7	-2.5%	0.45x	na	187.5%	184.0%	
30-Jun-16	4-Aug-16	Higher One Holdings, Inc.	Blackboard Inc.	237.3	152.0	-8.1%	1.48x	na	37.3%	37.0%	
31-May-16	28-Jul-16	SciQuest, Inc.	Accel-KKR	378.0	106.3	8.9%	3.56x	40.14x	33.8%	28.4%	
4-Feb-16	27-Jul-16	Multi-Fineline Electronix, Inc.	Suzhou Dongshan Precision Mfg	405.4	588.7	11.4%	0.69x	6.05x	40.8%	23.5%	
1-Jun-16	8-Jul-16	Demandware, Inc.	salesforce.com, inc.	2,912.9	254.1	-13.3%	11.46x	na	56.3%	61.6%	
4-May-16	1-Jul-16	United Online, Inc.	B. Riley Financial, Inc.	66.3	145.3	10.4%	0.46x	4.40x	1.9%	-2.7%	
				<i>Mean</i>	\$ 4,660.0	\$ 2,000.5	6.5%	2.97x	32.46x	32.5%	35.4%
				<i>Median</i>	\$ 1,103.9	\$ 411.8	9.6%	2.18x	12.40x	16.3%	21.3%

Sources of information: S&P Capital IQ.

ACQUISITIONS OF PUBLIC COMPANIES, H1-2016

Technology Investment Banking

Selected Transactions Review

(\$ in millions)

Transaction				Metrics			Valuation Benchmarks			
Date		Target	Acquirer	Enterprise Value	Target TTM		Implied EV /		Stock Price Premiums	
Annnc.	Closed				Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
4-Feb-16	24-Jun-16	Cascade Microtech Inc.	FormFactor Inc.	\$ 324.6	\$ 147.0	17.2%	2.21x	12.80x	38.3%	35.4%
2-May-16	14-Jun-16	OPOWER, Inc.	Oracle Corporation	490.8	152.0	-27.6%	3.23x	na	30.4%	53.3%
28-Apr-16	10-Jun-16	Textura Corporation	Oracle Corporation	600.3	92.2	-6.9%	6.51x	na	30.7%	37.8%
7-Apr-16	6-Jun-16	Alliance Fiber Optic Products Inc.	Corning Inc.	280.0	72.0	22.3%	3.89x	17.45x	24.0%	45.1%
4-Apr-16	27-May-16	Ruckus Wireless, Inc.	Brocade Communications	933.8	391.9	4.5%	2.38x	53.22x	44.3%	47.4%
2-Mar-16	13-May-16	Checkpoint Systems Inc.	CCL Industries Inc.	449.6	577.9	5.7%	0.78x	13.64x	28.6%	58.8%
21-Oct-15	12-May-16	SanDisk Corp.	Western Digital Technologies	15,244.6	5,598.4	24.4%	2.72x	11.17x	13.5%	61.4%
2-Dec-15	11-May-16	Mattson Technology Inc.	E-Town Capital; et. al.	277.9	143.0	4.8%	1.94x	40.26x	22.6%	63.1%
23-Feb-16	29-Apr-16	Newport Corp.	MKS Instruments, Inc.	1,009.8	602.7	12.8%	1.68x	13.07x	52.9%	55.4%
15-Dec-15	22-Apr-16	Heartland Payment Systems, Inc.	Global Payments Inc.	4,488.9	2,682.4	6.6%	1.67x	25.26x	21.2%	34.2%
11-Dec-15	4-Apr-16	Atmel Corporation	Microchip Technology Inc.	3,281.4	1,172.5	11.0%	2.80x	25.36x	-6.3%	3.8%
9-Nov-15	22-Mar-16	RealD Inc.	Rizvi Traverse Management	485.1	170.3	19.9%	2.85x	14.32x	4.1%	4.9%
10-Dec-15	17-Mar-16	LoJack Corporation	CalAmp Corp.	118.2	129.6	4.9%	0.91x	18.57x	85.6%	92.5%
19-Jan-16	14-Mar-16	Anadigics, Inc.	II-VI Incorporated	71.0	58.7	-25.3%	1.21x	na	27.6%	75.3%
13-Sep-15	3-Mar-16	Solera Holdings Inc.	Vista Equity Partners	6,558.6	1,199.4	35.7%	5.47x	15.33x	12.9%	25.4%
23-Nov-15	23-Feb-16	TeleCommunication Systems Inc.	Comtech Telecommunications	430.0	364.1	9.7%	1.18x	12.15x	13.9%	23.8%
2-Nov-15	9-Feb-16	Constant Contact, Inc.	Endurance International	931.6	361.9	12.6%	2.57x	20.49x	27.6%	33.5%
21-Oct-15	5-Feb-16	SolarWinds, Inc.	Silver Lake; Thoma Bravo, LLC	4,446.3	485.9	30.9%	9.15x	29.64x	19.7%	44.1%
28-May-15	1-Feb-16	Broadcom Corporation	Avago Tech (nka:Broadcom)	33,486.6	8,484.0	23.4%	3.95x	16.86x	1.9%	30.3%
14-Aug-14	28-Jan-16	OmniVision Technologies, Inc.	Shanghai Pudong; CITIC, et. al.	1,270.6	1,251.2	6.5%	1.02x	15.57x	20.9%	34.6%
2-Nov-15	27-Jan-16	MedAssets, Inc.	Pamplona Capital Management	2,775.2	764.2	28.5%	3.63x	12.74x	32.4%	46.6%
19-Oct-15	14-Jan-16	Microsemi Storage Solutions, Inc.	Microsemi Corporation	2,232.3	528.3	17.3%	4.23x	24.43x	14.0%	86.5%
<i>Mean</i>				\$ 3,644.9	\$ 1,155.9	10.9%	3.00x	20.65x	25.5%	45.1%
<i>Median</i>				\$ 932.7	\$ 438.9	11.8%	2.65x	16.86x	23.3%	44.6%

Sources of information: S&P Capital IQ.

I YTD Q3 2016 IPOS AND PUBLIC CO M&A

II M&A TRANSACTIONS

III PUBLIC MARKETS REVIEW

Selected Transactions Review

(\$ in millions)

Transaction				Metrics			Valuation Benchmarks				
Date		Target	Acquirer	Enterprise Value	Target TTM		Implied EV /		Stock Price Premiums		
Annnc.	Closed				Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month	
Business Analytics											
2-Jun-16	22-Aug-16	Qlik Technologies, Inc.	Thoma Bravo, LLC	\$ 2,602.9	\$ 665.3	2.0%	3.91x	195.28x	5.3%	-1.6%	
3-Aug-15	3-Aug-15	1010data, Inc.	Advance Communication Corp.	500.0	na	na	na	na	na	na	
27-Apr-15	31-May-15	Applied Predictive Technologies, Inc.	MasterCard Inc.	600.0	na	na	na	na	na	na	
				<i>Mean</i>	\$ 1,234.3	\$ 665.3	2.0%	3.91x	195.28x	5.3%	-1.6%
				<i>Median</i>	\$ 600.0	\$ 665.3	2.0%	3.91x	195.28x	5.3%	-1.6%
Human Capital Management											
21-Jul-15	21-Aug-15	Global HR Research, LLC	Patriot National, Inc.	\$ 42.5	\$ 10.8	-3.9%	3.95x	na	na	na	
10-Feb-15	30-Mar-15	Saba Software, Inc.	Vector Capital	400.0	na	na	na	na	0.7%	25.9%	
				<i>Mean</i>	\$ 221.3	\$ 10.8	-3.9%	3.95x	na	0.7%	25.9%
				<i>Median</i>	\$ 221.3	\$ 10.8	-3.9%	3.95x	na	0.7%	25.9%
ERP											
11-Aug-15	18-Sep-15	GT Nexus, Inc.	Infor (US), Inc.	\$ 660.2	\$ 133.2	na	4.96x	na	na	na	
5-Feb-15	25-Mar-15	E2open, Inc.	Insight Venture Partners	249.9	78.5	-33.1%	3.18x	na	40.8%	-0.2%	
				<i>Mean</i>	\$ 455.1	\$ 105.9	-33.1%	4.07x	na	40.8%	-0.2%
				<i>Median</i>	\$ 455.1	\$ 105.9	-33.1%	4.07x	na	40.8%	-0.2%
Vertical - Healthcare											
23-Mar-16	19-Apr-16	Netsmart Technologies Inc.	GI Partners and Allscripts	\$ 950.0	na	na	na	na	na	na	
22-Feb-16	4-Apr-16	Brightree LLC	Resmed Corp.	800.0	113.2	37.3%	7.07x	18.93x	na	na	
18-Feb-16	7-Apr-16	Truven Holding Corp.	IBM Watson Health	3,578.6	610.7	16.7%	5.86x	34.99x	na	na	
25-Nov-15	8-Jan-16	Healthland, Inc.	Computer Programs & Systems Inc.	260.6	113.7	na	na	na	na	na	
2-Nov-15	27-Jan-16	MedAssets, Inc.	Pamplona Capital	2,775.2	764.2	28.5%	3.63x	12.74x	32.4%	46.6%	
30-Oct-15	4-Jan-16	HealthFusion Holdings, Inc.	Quality Systems Inc.	198.1	25.0	17.7%	7.93x	44.83x	na	na	
29-Oct-15	5-Jan-16	Aesynt Incorporated	Omniceil International, Inc.	275.0	182.0	11.0%	1.51x	13.75x	na	na	
24-Aug-15	10-Sep-15	RSA Medical, LLC	Xerox Corporation	141.0	na	na	na	na	na	na	
24-Aug-15	1-Sep-15	Avalere Health LLC	Inovalon Holdings, Inc.	131.4	49.5	-5.9%	2.65x	na	na	na	
14-Aug-15	31-Aug-15	Learner's Digest International LLC	Wolters Kluwer Health, Inc.	150.0	39.0	na	3.85x	na	na	na	
6-Aug-15	13-Oct-15	Merge Healthcare Incorporated	International Business Machines	977.3	227.6	17.3%	4.29x	24.76x	31.8%	57.0%	
				<i>Mean</i>	\$ 930.7	\$ 236.1	17.5%	4.60x	25.00x	32.1%	51.8%
				<i>Median</i>	\$ 275.0	\$ 113.7	17.3%	4.07x	21.85x	32.1%	51.8%

Sources of information: S&P Capital IQ.

SOFTWARE (CONTINUED)

Selected Transactions Review

(\$ in millions)

Transaction				Metrics			Valuation Benchmarks			
Date		Target	Acquirer	Enterprise Value	Target TTM		Implied EV /		Stock Price Premiums	
Annnc.	Closed				Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
Infrastructure										
12-Sep-16	na	EMC Enterprise Content Division	Open Text Corporation	\$ 1,620.0	\$ 599.0	na	2.70x	na	na	na
8-Sep-16	na	Apigee Corporation	Google Inc.	561.8	92.0	-42.9%	6.10x	na	6.5%	20.3%
27-Apr-16	2-May-16	ANXeBusiness Corp.	Open Text Corporation	104.0	na	na	na	na	na	na
22-Mar-16	2-May-16	Serena Software, Inc.	Micro Focus International plc	540.0	162.0	49.4%	3.33x	6.75x	na	na
1-Mar-16	15-Apr-16	ClIQr Technologies, Inc.	Cisco Systems, Inc. (Insieme)	260.0	na	na	na	na	na	na
3-Feb-16	18-Mar-16	Jasper Technologies, Inc.	Cisco Systems, Inc.	1,400.0	na	na	na	na	na	na
3-Nov-15	20-Jan-16	Unify Inc.	Atos SE	425.3	1,314.4	na	na	na	na	na
21-Oct-15	5-Feb-16	SolarWinds, Inc.	Silver Lake and Thoma Bravo	4,446.3	485.9	30.9%	9.15x	29.64x	19.7%	44.1%
4-Sep-15	30-Oct-15	Good Technology Corporation	BlackBerry Corporation	425.0	211.9	-25.0%	2.01x	nm	na	na
11-Aug-15	29-Jan-16	Veritas Technologies LLC	The Carlyle Group, GIC Pte. Ltd.	7,000.0	na	na	na	na	na	na
27-May-15	8-Jul-15	Rally Software Development Corp.	CA, Inc.	465.8	92.5	-30.6%	5.03x	na	42.9%	27.5%
26-May-15	9-Jul-15	Virtustream Inc.	EMC Corporation (nka:Dell EMC)	1,219.0	na	na	na	na	na	na
7-Apr-15	6-Aug-15	Informatica Corporation	Microsoft, Permira, and others	4,785.1	1,066.5	18.2%	4.49x	24.70x	6.4%	14.0%
			<i>Mean</i>	\$ 1,788.6	\$ 503.0	0.0%	4.69x	20.36x	18.9%	26.5%
			<i>Median</i>	\$ 561.8	\$ 348.9	-3.4%	4.49x	24.70x	13.1%	23.9%
Sales, Marketing, and Customer Service										
1-Jun-16	8-Jul-16	Demandware, Inc.	salesforce.com, inc.	\$ 2,912.9	\$ 254.1	-13.3%	11.46x	na	56.3%	61.6%
31-May-16	16-Aug-16	Marketo, Inc.	Vista Equity Partners	1,700.5	241.4	-21.0%	7.04x	na	9.5%	60.3%
25-Apr-16	1-Jul-16	Teradata Marketing	Marlin Equity Partners	90.0	na	na	na	na	na	na
11-Feb-16	9-Mar-16	Yodle, Inc.	Web.com Group, Inc.	417.6	172.4	-1.6%	2.01x	na	na	na
1-Feb-16	18-Feb-16	Tapad, INC.	Telenor ASA	378.9	na	na	na	na	na	na
5-Jan-16	na	AddThis	Oracle Corporation	175.0	na	na	na	na	na	na
23-Dec-15	1-Feb-16	SteelBrick Holdings, Inc.	salesforce.com, inc.	300.0	na	na	na	na	na	na
5-Nov-15	9-Dec-15	MarketShare Partners LLC	NeuStar, Inc.	450.0	51.2	na	8.79x	na	na	na
2-Nov-15	9-Feb-16	Constant Contact, Inc.	Endurance International	931.6	361.9	12.6%	2.57x	20.49x	27.6%	33.5%
7-Jul-15	6-Aug-15	MaintenanceNet, Inc.	Cisco Systems, Inc.	139.0	na	na	na	na	na	na
28-Apr-15	22-May-15	TellApart, Inc.	Twitter, Inc.	470.1	na	na	na	na	na	na
23-Apr-15	8-Jun-15	Bronto Software, Inc.	NetSuite Inc.	200.0	na	na	na	na	na	na
			<i>Mean</i>	\$ 680.5	\$ 216.2	-5.8%	6.38x	20.49x	31.1%	51.8%
			<i>Median</i>	\$ 398.3	\$ 241.4	-7.5%	7.04x	20.49x	27.6%	60.3%

Sources of information: S&P Capital IQ.

Selected Transactions Review

(\$ in millions)

Transaction				Enterprise Value	Metrics		Valuation Benchmarks			
Date		Target	Acquirer		Target TTM		Implied EV /		Stock Price Premiums	
Ann. Closed					Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
Vertical - Advertising										
17-Nov-15	8-Dec-15	Fluent, Inc.	Tiger Media, Inc.	\$ 255.0	\$ 126.0	15.8%	2.02x	12.81x	na	na
3-Sep-15	22-Oct-15	Millennial Media Inc.	AOL Inc.	218.3	285.3	-14.5%	0.77x	na	30.6%	7.4%
31-Aug-15	27-May-16	Spigot Inc.	Genimous Investment Co.	245.5	na	na	na	na	na	na
18-Mar-15	18-Mar-15	Yieldex, Inc.	AppNexus Inc.	100.0	na	na	na	na	na	na
			<i>Mean</i>	\$ 204.7	\$ 205.6	0.7%	1.39x	12.81x	30.6%	7.4%
			<i>Median</i>	\$ 231.9	\$ 205.6	0.7%	1.39x	12.81x	30.6%	7.4%
Vertical - Automotive										
18-Feb-16	na	Lytx, Inc.	GTCR, LLC	\$ 500.0	na	na	na	na	na	na
29-Oct-15	30-Nov-15	Control-Tec LLC	Delphi Automotive PLC	145.0	na	na	na	na	na	na
20-Aug-15	1-Oct-15	Certain Dealertrack assets	DealerSocket, Inc.	55.0	na	na	na	na	na	na
3-Aug-15	4-Dec-15	HERE Holding Corp. (Navteq)	Daimler; BMW; AUDI	3,102.4	1,064.4	na	2.94x	na	na	na
15-Jun-15	1-Oct-15	Dealertrack Technologies, Inc.	Cox Automotive, Inc.	4,447.3	993.1	13.0%	4.48x	34.54x	58.7%	49.1%
22-Jan-15	26-Feb-15	Red Bend Software, Inc.	Harman Becker Automotive Systems	200.1	na	na	na	na	na	na
			<i>Mean</i>	\$ 1,408.3	\$ 1,028.7	13.0%	3.71x	34.54x	58.7%	49.1%
			<i>Median</i>	\$ 350.1	\$ 1,028.7	13.0%	3.71x	34.54x	58.7%	49.1%
Vertical - Education										
19-Oct-15	25-Nov-15	Campus Labs, LLC	iModules Software, Inc.	\$ 91.0	na	na	na	na	na	na
17-Jun-15	4-Aug-15	Pearson Edu, Student Info Systems	Vista Equity Partners	350.0	na	na	na	na	na	na
4-Feb-15	20-Mar-15	Schoolwires, Inc.	Blackboard Inc.	97.0	na	na	na	na	na	na
			<i>Mean</i>	\$ 179.3	na	na	na	na	na	na
			<i>Median</i>	\$ 97.0	na	na	na	na	na	na
Vertical - Public										
1-Oct-15	16-Nov-15	New World Systems Corporation	Tyler Technologies, Inc.	\$ 651.0	\$ 121.8	24.4%	5.34x	21.88x	na	na
10-Aug-15	30-Sep-15	Smart Tuition, LLC	Blackbaud Inc.	190.0	na	na	na	na	na	na
			<i>Mean</i>	\$ 420.5	\$ 121.8	24.4%	5.34x	21.88x	na	na
			<i>Median</i>	\$ 420.5	\$ 121.8	24.4%	5.34x	21.88x	na	na

Sources of information: S&P Capital IQ.

Selected Transactions Review

(\$ in millions)

Transaction				Metrics			Valuation Benchmarks			
Date		Target	Acquirer	Enterprise Value	Target TTM		Implied EV /		Stock Price Premiums	
Ann.	Closed				Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
Vertical - Financial										
20-Jan-16	3-Mar-16	ACI Community Fin Svcs Business	Fiserv, Inc.	\$ 200.0	na	na	na	na	na	na
22-Sep-15	16-Oct-15	Portware LLC	FactSet Research Systems Inc.	265.0	na	na	na	na	na	na
14-Sep-15	16-Nov-15	Primatics Financial LLC	SS&C Technologies Holdings, Inc.	122.0	51.0	23.5%	2.39x	10.17x	na	na
2-Sep-15	22-Sep-15	Baker Hill Corporation	The Riverside Company	100.0	31.0	na	3.23x	na	na	na
10-Aug-15	19-Nov-15	Yodlee, Inc.	Envestnet, Inc.	469.5	104.0	-4.2%	4.51x	na	57.7%	35.2%
27-Jul-15	1-Sep-15	SNL Financial LC	McGraw Hill Financial (nka: S&P Global)	2,225.0	224.1	na	9.93x	na	na	na
9-Jul-15	21-Aug-15	Wealth Management Systems Inc.	DST Retirement Solutions, LLC	64.0	na	na	na	na	na	na
1-Jul-15	12-Nov-15	Xoom Corporation	PayPal, Inc.	901.4	177.1	0.0%	5.09x	na	18.7%	31.1%
30-Mar-15	30-Apr-15	Fundtech Ltd.	DH Corporation	1,250.0	262.7	22.6%	4.76x	21.04x	na	na
10-Feb-15	9-Feb-15	Akcelera Software LLC	Temenos U.S.A., Inc.	55.0	na	na	na	na	na	na
2-Feb-15	8-Jul-15	Advent Software, Inc.	SS&C Technologies Holdings, Inc.	2,549.7	403.3	26.2%	6.32x	24.09x	5.7%	46.8%
28-Jan-15	13-Mar-15	KCG Hotspot FX LLC	BATS Global Markets, Inc.	435.0	na	na	na	na	na	na
			<i>Mean</i>	\$ 719.7	\$ 179.0	13.6%	5.18x	18.43x	27.4%	37.7%
			<i>Median</i>	\$ 350.0	\$ 177.1	22.6%	4.76x	21.04x	18.7%	35.2%
Vertical - Other										
18-Apr-16	na	Cvent, Inc.	Vista Equity Partners	\$ 1,414.2	\$ 211.2	3.9%	6.70x	171.29x	69.0%	66.1%
2-May-16	14-Jun-16	OPOWER, Inc.	Oracle Corporation	490.8	152.0	-27.6%	3.23x	na	30.4%	53.3%
28-Apr-16	10-Jun-16	Textura Corporation	Oracle Corporation	600.3	92.2	-6.9%	6.51x	na	30.7%	37.8%
21-Mar-16	2-May-16	BoardVantage, Inc.	Nasdaq, Inc.	200.0	na	na	na	na	na	na
15-Feb-16	14-Apr-16	Diligent Corporation	Insight Venture Partners	581.9	99.3	16.7%	5.86x	35.16x	30.7%	20.4%
22-Dec-15	26-Jan-16	ShopperTrak RCT Corporation	Tyco International plc	175.0	75.0	na	na	na	na	na
17-Dec-15	20-Apr-16	FNC, Inc.	CoreLogic Solutions, LLC	475.0	na	na	na	na	na	na
8-Oct-15	21-Oct-15	Aderant Holdings, Inc.	Roper Technologies, Inc.	675.0	na	na	na	na	na	na
13-Sep-15	3-Mar-16	Solera Holdings Inc.	Vista Equity Partners	6,558.6	1,199.4	35.7%	5.47x	15.33x	12.9%	25.4%
20-Jul-15	20-Jul-15	On Center Software, Inc.	Roper Technologies, Inc.	157.0	na	na	na	na	na	na
1-Jul-15	26-Jan-16	Navitaire LLC	Amadeus IT Group SA	830.0	na	na	na	13.80x	na	na
			<i>Mean</i>	\$ 1,105.3	\$ 304.9	4.3%	5.55x	58.89x	34.7%	40.6%
			<i>Median</i>	\$ 581.9	\$ 125.6	3.9%	5.86x	25.24x	30.7%	37.8%

Sources of information: S&P Capital IQ.

Selected Transactions Review

(\$ in millions)

Date		Transaction		Enterprise Value	Metrics		Valuation Benchmarks			
Annuc.	Closed	Target	Acquirer		Target TTM		Implied EV /		Stock Price Premiums	
					Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
Security										
19-Sep-16	na	Infoblox Inc.	Vista Equity Partners	\$ 1,254.3	\$ 358.3	0.5%	3.50x	na	16.1%	31.6%
28-Jun-16	1-Aug-16	CloudLock, Inc.	Cisco Systems, Inc.	293.0	na	na	na	na	na	na
12-Jun-16	1-Aug-16	Blue Coat, Inc.	Symantec Corporation	4,737.7	598.3	1.5%	7.92x	na	na	na
20-Jan-16	14-Jan-16	iSight Security, Inc.	FireEye, Inc.	271.1	na	na	na	na	na	na
11-Dec-15	11-Dec-15	Cyveillance, Inc.	LookingGlass Cyber Solutions Inc.	35.0	18.0	na	1.94x	na	na	na
8-Dec-15	1-Feb-16	L-3 National Security Solutions	CACI Inc. - Federal	561.0	1,000.0	na	0.56x	na	na	na
9-Nov-15	11-Sep-15	Elastica, Inc.	Blue Coat Systems Inc.	280.0	na	na	na	na	na	na
27-Oct-15	21-Dec-15	Lancope, Inc.	Cisco Systems, Inc.	452.5	na	na	na	na	na	na
21-Oct-15	9-Mar-16	TippingPoint Technologies, Inc.	Trend Micro Incorporated	300.0	169.0	na	1.78x	na	na	na
19-Oct-15	17-Mar-16	Vormetric, Inc.	Thales e-Security, Inc.	421.0	53.5	na	na	na	na	na
9-Oct-15	15-Oct-15	Marvasol, Inc.	LogMeln, Inc.	115.7	11.2	-23.7%	10.30x	na	na	na
7-Oct-15	15-Oct-15	Viewfinity, Inc.	CyberArk Software, Ltd.	30.5	na	na	na	na	na	na
8-Sep-15	8-Sep-15	Adallom, Inc.	Microsoft Corporation	320.0	na	na	na	na	na	na
9-Jul-15	9-Jul-15	Caspida, Inc.	Splunk, Inc.	190.0	na	na	na	na	na	na
30-Jun-15	26-Aug-15	OpenDNS, Inc.	Cisco Systems, Inc.	635.0	na	na	na	na	na	na
20-Apr-15	29-May-15	Websense (nka: Forcepoint)	Raytheon Company	1,900.0	na	na	na	na	na	na
10-Mar-15	26-May-15	Blue Coat Systems Inc.	Bain Capital, LP	2,400.0	na	na	na	na	na	na
2-Mar-15	6-Mar-15	Emerging Threats Pro, Inc.	Proofpoint, Inc.	32.3	na	na	na	na	na	na
<i>Mean</i>				\$ 790.5	\$ 315.5	-7.3%	4.33x	na	16.1%	31.6%
<i>Median</i>				\$ 310.0	\$ 169.0	0.5%	2.72x	na	16.1%	31.6%

Sources of information: S&P Capital IQ.

Selected Transactions Review

(\$ in millions)

Transaction				Enterprise Value	Metrics		Valuation Benchmarks			
Date		Target	Acquirer		Target TTM		Implied EV /		Stock Price Premiums	
Ann.	Closed				Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
Networking										
22-Jul-15	20-Nov-15	Cisco CPE Business	Technicolor SA	\$ 606.9	na	na	na	na	na	na
27-May-15	7-Jul-15	Meru Networks, Inc.	Fortinet Inc.	30.1	87.7	-16.9%	0.34x	na	18.1%	31.5%
2-Mar-15	18-May-15	Aruba Networks, Inc.	Hewlett-Packard Company	2,359.7	812.4	9.9%	2.90x	29.21x	-0.6%	48.8%
			<i>Mean</i>	\$ 998.9	\$ 450.1	-3.5%	1.62x	29.21x	8.8%	40.1%
			<i>Median</i>	\$ 606.9	\$ 450.1	-3.5%	1.62x	29.21x	8.8%	40.1%
Storage										
21-Dec-15	2-Feb-16	SolidFire Inc. (nka:SolidFire, LLC)	NetApp, Inc.	\$ 870.0	na	na	na	na	na	na
12-Oct-15	7-Sep-16	EMC Corporation (nka:Dell EMC)	Dell; Silver Lake	55,083.6	24,586.0	20.4%	2.24x	10.97x	19.0%	34.8%

Sources of information: S&P Capital IQ.

Selected Transactions Review

(\$ in millions)

Transaction				Enterprise Value	Metrics		Valuation Benchmarks			
Date		Target	Acquirer		Target TTM		Implied EV /		Stock Price Premiums	
Annnc.	Closed				Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
Internet Retail										
7-Jan-16	1-Feb-16	Gilt Groupe, Inc.	Hudson's Bay Company	\$ 250.0	na	na	na	na	na	na
5-Nov-15	29-Dec-15	Insurancequotes and NetQuote	All Web Leads, Inc.	165.0	na	na	na	na	na	na
4-Nov-15	14-Dec-15	HomeAway, Inc.	Expedia Inc.	3,076.2	485.3	12.6%	6.34x	50.12x	25.6%	43.2%
7-Oct-15	31-Oct-15	Ticketfly, Inc.	Pandora Media, Inc.	321.9	65.9	-17.0%	4.88x	na	na	na
17-Aug-15	30-Sep-15	zulily, Inc. (nka:zulily, llc)	QVC, Inc.	2,162.6	1,281.4	2.2%	1.69x	76.70x	-25.4%	-32.7%
29-May-15	17-Jul-15	Geeknet, Inc.	GameStop Corp.	102.7	137.1	-6.0%	0.75x	na	5.5%	125.5%
27-May-15	13-Jul-15	Orchard Brands Corporation	Bluestem Brands, Inc.	410.0	1,020.0	6.9%	0.40x	5.80x	na	na
2-Mar-15	2-Apr-15	Paydiant, Inc.	PayPal Holdings, Inc.	230.0	na	na	na	na	na	na
12-Feb-15	17-Sep-15	Orbitz Worldwide, Inc.	Expedia Inc.	1,595.1	933.5	11.5%	1.71x	14.81x	24.7%	30.7%
10-Feb-15	9-Feb-15	Eat24Hours.com, Inc.	Yelp Inc.	138.3	na	na	na	na	na	na
			<i>Mean</i>	\$ 845.2	\$ 653.9	1.7%	2.63x	36.86x	7.6%	41.7%
			<i>Median</i>	\$ 286.0	\$ 709.4	4.6%	1.70x	32.46x	15.1%	37.0%
Internet Content and Search										
13-Jun-16	na	LinkedIn Corporation	Microsoft Corporation	\$ 26,220.3	\$ 3,434.9	11.5%	7.63x	66.27x	49.5%	54.3%
27-Oct-15	27-Oct-15	Pure Auto LLC	Raycom Media, Inc.	125.0	na	na	na	na	na	na
31-Jul-15	2-Sep-15	Polyvore, Inc.	Yahoo! Inc.	154.7	na	na	na	na	na	na
22-Jul-15	20-Aug-15	dotloop, Inc.	Zillow Group, Inc.	108.0	na	na	na	na	na	na
12-May-15	23-Jun-15	AOL Inc.	Verizon Communications Inc.	4,243.0	2,569.0	16.8%	1.65x	9.81x	17.4%	28.1%
4-Feb-15	17-Mar-15	MyFitnessPal, Inc.	Under Armour, Inc.	474.0	14.0	-46.1%	33.93x	na	na	na
			<i>Mean</i>	\$ 5,220.8	\$ 2,005.9	-5.9%	14.40x	38.04x	33.5%	41.2%
			<i>Median</i>	\$ 314.3	\$ 2,569.0	11.5%	7.63x	38.04x	33.5%	41.2%

Sources of information: S&P Capital IQ.

PROFESSIONAL SERVICES AND DISTRIBUTION

Technology Investment Banking

Selected Transactions Review

(\$ in millions)

Transaction				Enterprise Value	Metrics		Valuation Benchmarks			
Date		Target	Acquirer		Target TTM		Implied EV /		Stock Price Premiums	
Ann. Closed						Revenue	EBITDA %	Revenue	EBITDA	1-Day
Consulting										
28-Mar-16	na	Dell Services (formerly Perot Systems)	NTT DATA, Inc.	\$ 3,055.0	\$ 2,826.0	na	1.08x	na	na	na
8-Dec-15	1-Feb-16	L-3 National Security Solutions	CACI Inc. - Federal	561.0	1,000.0	na	0.56x	na	na	na
29-Oct-15	29-Oct-15	PowerTeam, Inc.	HCL Technologies Ltd.	46.0	37.0	na	1.24x	na	na	na
27-Apr-15	1-Jul-15	iGATE Corporation	Capgemini North America, Inc.	4,453.6	1,288.1	19.3%	3.46x	17.90x	4.7%	13.5%
9-Mar-15	1-Apr-15	Acentia, LLC	MAXIMUS Federal Services, Inc.	300.7	193.2	11.4%	1.56x	13.67x	na	na
9-Feb-15	25-Mar-15	Agilex Technologies, Inc.	Accenture Federal Services LLC	263.8	na	na	na	na	na	na
<i>Mean</i>				\$ 1,446.7	\$ 1,068.9	15.4%	1.58x	15.78x	4.7%	13.5%
<i>Median</i>				\$ 430.9	\$ 1,000.0	15.4%	1.24x	15.78x	4.7%	13.5%
Infrastructure Outsourcing										
26-Aug-16	na	Rackspace Hosting, Inc.	Inception Parent, Inc.	\$ 4,404.7	\$ 2,073.4	28.4%	2.12x	7.49x	6.0%	37.8%
16-Nov-15	15-Dec-15	INetU Inc.	ViaWest, Inc.	162.5	na	na	na	na	na	na
19-Feb-15	1-Apr-15	MegaPath Managed Services	GTT Americas	152.4	124.0	16.1%	1.23x	7.62x	na	na
<i>Mean</i>				\$ 1,573.2	\$ 1,098.7	22.3%	1.68x	7.55x	6.0%	37.8%
<i>Median</i>				\$ 162.5	\$ 1,098.7	22.3%	1.68x	7.55x	6.0%	37.8%
Distribution										
19-Sep-16	na	Avnet, Tech Solutions	Tech Data Corp.	\$ 2,632.2	na	na	na	na	na	na
17-Feb-16	na	Ingram Micro Inc.	GTT Americas	6,400.3	41,287.4	1.8%	0.16x	8.41x	32.2%	43.3%
<i>Mean</i>				\$ 4,516.3	\$ 41,287.4	1.8%	0.16x	8.41x	32.2%	43.3%
<i>Median</i>				\$ 4,516.3	\$ 41,287.4	1.8%	0.16x	8.41x	32.2%	43.3%

Sources of information: S&P Capital IQ.

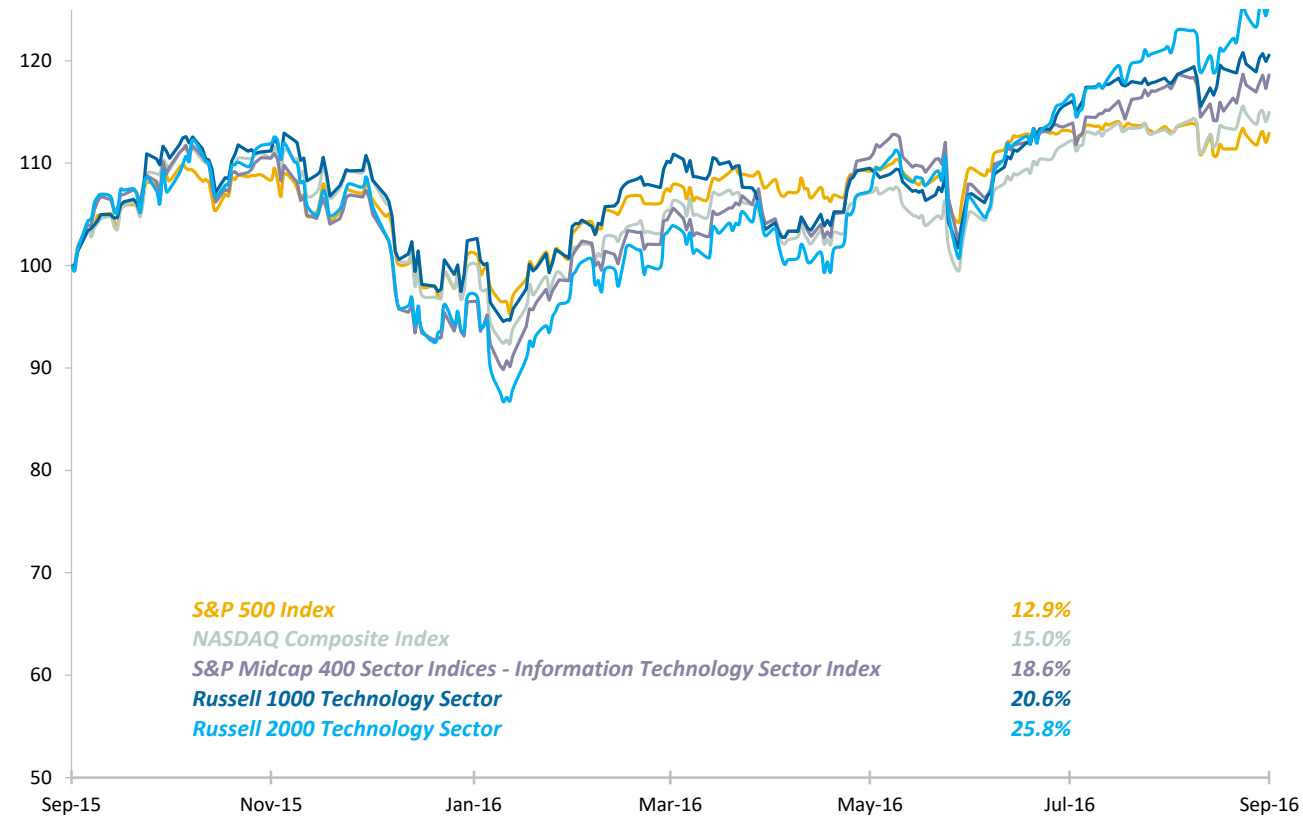
I YTD Q3 2016 IPOS AND PUBLIC CO M&A

II M&A TRANSACTIONS

III PUBLIC MARKETS REVIEW

September 30, 2015 to September 30, 2016

Relative Performance



Sources of information: S&P Capital IQ.

Selected Companies Review

(\$ in millions, except per share)

Company	Ticker	Market Statistics			Metrics			Valuation Benchmarks			
		Closing Price	% of 52-week	Enterprise	Revenue	Rev. Growth	LTM EBITDA	EV / Revenue		EV / EBITDA	
		30-Sep-16	High-Low	Value	LTM	'16 E-'17 E	Margin	LTM	2016 E	LTM	2016 E
Large Diversified											
Adobe Systems Incorporated	ADBE	\$ 108.54	98.9% - 152.3%	\$ 51,439.2	\$ 5,552.4	21.7%	29.7%	9.26x	8.82x	31.2x	23.0x
Hewlett Packard Enterprise Company	HPE	\$ 22.69	96.5% - 195.2%	43,813.0	51,093.0	-1.7%	14.6%	0.86x	0.87x	5.9x	5.3x
International Business Machines Corporation	IBM	\$ 158.85	96.3% - 135.9%	185,899.9	80,261.0	-0.5%	22.4%	2.32x	2.33x	10.3x	9.7x
Oracle Corporation	ORCL	\$ 39.13	93.2% - 118.1%	147,326.5	37,194.0	2.1%	39.3%	3.96x	3.94x	10.1x	8.8x
		<i>Mean</i>	96.2% - 150.4%	\$ 107,119.6	\$ 43,525.1	5.4%	26.5%	4.10x	3.99x	14.4x	11.7x
		<i>Median</i>	96.4% - 144.1%	\$ 99,382.9	\$ 44,143.5	0.8%	26.0%	3.14x	3.14x	10.2x	9.3x
Application Software											
Intuit Inc.	INTU	\$ 109.67	93.8% - 128.1%	\$ 28,295.8	\$ 4,694.0	8.6%	31.1%	6.03x	5.88x	19.4x	16.2x
Manhattan Associates, Inc.	MANH	\$ 57.62	74.1% - 130.5%	4,030.7	588.5	9.7%	31.8%	6.85x	6.54x	21.5x	18.9x
NetSuite Inc.	N	\$ 110.69	99.9% - 213.9%	8,863.8	846.4	26.3%	-7.0%	10.47x	9.18x	na	nm
SPS Commerce, Inc.	SPSC	\$ 73.41	93.8% - 191.4%	1,118.2	175.7	18.8%	10.1%	6.37x	5.79x	nm	42.7x
Upland Software, Inc.	UPLD	\$ 8.81	83.1% - 148.1%	177.5	70.9	5.4%	4.6%	2.50x	2.43x	nm	15.6x
Workiva Inc.	WK	\$ 18.13	95.2% - 166.1%	715.5	163.7	21.2%	-27.8%	4.37x	3.95x	na	na
		<i>Mean</i>	90.0% - 163.0%	\$ 7,200.2	\$ 1,089.9	15.0%	7.1%	6.10x	5.63x	20.5x	23.3x
		<i>Median</i>	93.8% - 157.1%	\$ 2,574.4	\$ 382.1	14.3%	7.3%	6.20x	5.83x	20.5x	17.5x
Human Capital Management											
Benefitfocus, Inc.	BNFT	\$ 39.92	88.8% - 189.7%	\$ 1,191.0	\$ 212.4	24.7%	-17.1%	5.61x	5.06x	na	na
Cornerstone OnDemand, Inc.	CSOD	\$ 45.95	96.2% - 206.5%	2,537.2	389.5	22.4%	-13.9%	6.51x	5.95x	na	nm
Paycom Software, Inc.	PAYC	\$ 50.13	94.7% - 223.6%	2,947.5	284.5	28.9%	23.6%	10.36x	9.02x	43.9x	34.9x
Paylocity Holding Corporation	PCTY	\$ 44.46	89.5% - 185.2%	2,188.0	230.7	25.5%	2.1%	9.48x	8.34x	nm	nm
The Ultimate Software Group, Inc.	ULTI	\$ 204.39	91.2% - 137.9%	5,826.3	699.7	22.2%	9.5%	8.33x	7.47x	nm	30.8x
Workday, Inc.	WDAY	\$ 91.69	99.2% - 193.8%	16,790.9	1,351.8	31.0%	-15.5%	12.42x	10.79x	na	nm
Xactly Corporation	XTLY	\$ 14.72	98.8% - 314.5%	422.0	87.0	23.3%	-18.4%	4.85x	4.35x	na	na
		<i>Mean</i>	94.1% - 207.3%	\$ 4,557.6	\$ 465.1	25.4%	-4.2%	8.22x	7.28x	43.9x	32.9x
		<i>Median</i>	94.7% - 193.8%	\$ 2,537.2	\$ 284.5	24.7%	-13.9%	8.33x	7.47x	43.9x	32.9x

Market value equals price per share times number of shares outstanding. Enterprise value equals market value plus debt, preferred stock, and non controlling interests, less cash.

Sources of information: S&P Capital IQ.

Selected Companies Review

(\$ in millions, except per share)

Company	Ticker	Market Statistics			Metrics			Valuation Benchmarks				
		Closing Price	% of 52-week	Enterprise	Revenue	Rev. Growth	LTM EBITDA	EV / Revenue		EV / EBITDA		
		30-Sep-16	High-Low	Value	LTM	'16 E-'17 E	Margin	LTM	2016 E	LTM	2016 E	
Sales, Marketing, and Customer Service												
Bazaarvoice, Inc.	BV	\$ 5.91	98.8% - 209.6%	\$ 439.7	\$ 201.0	5.3%	-4.9%	2.19x	2.17x	na	34.8x	
Callidus Software Inc.	CALD	\$ 18.35	84.8% - 159.8%	1,048.5	189.9	18.7%	-0.1%	5.52x	5.12x	na	40.4x	
HubSpot, Inc.	HUBS	\$ 57.62	95.9% - 213.4%	1,920.1	224.8	30.6%	-18.1%	8.54x	7.26x	na	na	
LivePerson Inc.	LPSN	\$ 8.41	97.8% - 224.9%	433.6	232.1	6.1%	6.7%	1.87x	1.94x	28.0x	23.8x	
salesforce.com, inc.	CRM	\$ 71.33	84.4% - 135.6%	49,666.8	7,474.6	21.2%	7.5%	6.64x	5.97x	nm	31.8x	
ServiceSource International, Inc.	SREV	\$ 4.88	84.9% - 145.7%	355.1	246.1	9.2%	-4.3%	1.44x	1.41x	na	nm	
Zendesk, Inc.	ZEN	\$ 30.71	96.3% - 277.7%	2,656.6	261.0	33.2%	-29.8%	10.18x	8.58x	na	nm	
	<i>Mean</i>		<i>91.8% - 195.2%</i>	<i>\$ 8,074.3</i>	<i>\$ 1,261.3</i>	<i>17.8%</i>	<i>-6.2%</i>	<i>5.20x</i>	<i>4.64x</i>	<i>28.0x</i>	<i>32.7x</i>	
	<i>Median</i>		<i>95.9% - 209.6%</i>	<i>\$ 1,048.5</i>	<i>\$ 232.1</i>	<i>18.7%</i>	<i>-4.3%</i>	<i>5.52x</i>	<i>5.12x</i>	<i>28.0x</i>	<i>33.3x</i>	
Business Analytics												
Fair Isaac Corporation	FICO	\$ 124.59	93.7% - 159.5%	\$ 4,327.0	\$ 878.3	5.8%	24.2%	4.93x	4.91x	20.3x	21.0x	
MicroStrategy Inc.	MSTR	\$ 167.44	79.8% - 118.7%	1,363.9	515.2	4.0%	25.0%	2.65x	2.68x	10.6x	10.5x	
Tableau Software, Inc.	DATA	\$ 55.27	52.7% - 151.0%	3,277.1	743.8	22.8%	-11.3%	4.41x	3.92x	na	nm	
Teradata Corporation	TDC	\$ 31.00	93.7% - 141.0%	3,715.4	2,469.0	-1.4%	15.3%	1.50x	1.61x	9.9x	6.4x	
	<i>Mean</i>		<i>80.0% - 142.6%</i>	<i>\$ 3,170.9</i>	<i>\$ 1,151.6</i>	<i>7.8%</i>	<i>13.3%</i>	<i>3.37x</i>	<i>3.28x</i>	<i>13.6x</i>	<i>12.6x</i>	
	<i>Median</i>		<i>86.8% - 146.0%</i>	<i>\$ 3,496.3</i>	<i>\$ 811.1</i>	<i>4.9%</i>	<i>19.7%</i>	<i>3.53x</i>	<i>3.30x</i>	<i>10.6x</i>	<i>10.5x</i>	
Design and Engineering												
Autodesk, Inc.	ADSK	\$ 72.33	99.4% - 173.9%	\$ 15,473.8	\$ 2,310.7	11.3%	-1.2%	6.70x	7.63x	na	na	
Ansys, Inc.	ANSS	\$ 92.61	93.6% - 115.0%	7,233.7	961.5	7.2%	45.8%	7.52x	7.25x	16.4x	14.4x	
Cadence Design Systems Inc.	CDNS	\$ 25.53	97.3% - 139.4%	7,452.2	1,775.7	5.9%	23.8%	4.20x	4.10x	17.7x	13.8x	
Mentor Graphics Corp.	MENT	\$ 26.44	94.1% - 164.2%	2,842.6	1,109.8	5.3%	13.6%	2.56x	2.34x	18.8x	10.0x	
PTC Inc.	PTC	\$ 44.31	99.0% - 163.7%	5,565.8	1,164.9	-0.8%	14.3%	4.78x	4.83x	33.4x	24.0x	
Synopsys Inc.	SNPS	\$ 59.35	98.9% - 151.2%	8,169.6	2,376.0	4.5%	17.6%	3.44x	3.32x	19.5x	12.4x	
	<i>Mean</i>		<i>97.0% - 151.2%</i>	<i>\$ 7,789.6</i>	<i>\$ 1,616.4</i>	<i>5.6%</i>	<i>19.0%</i>	<i>4.87x</i>	<i>4.91x</i>	<i>21.2x</i>	<i>14.9x</i>	
	<i>Median</i>		<i>98.1% - 157.5%</i>	<i>\$ 7,342.9</i>	<i>\$ 1,470.3</i>	<i>5.6%</i>	<i>16.0%</i>	<i>4.49x</i>	<i>4.46x</i>	<i>18.8x</i>	<i>13.8x</i>	

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		Closing Price	% of 52-week	Enterprise	Revenue	Rev. Growth	LTM EBITDA	EV / Revenue		EV / EBITDA		
		30-Sep-16	High-Low	Value	LTM	'16 E-'17 E	Margin	LTM	2016 E	LTM	2016 E	
Infrastructure												
Apigee Corporation	APIC	\$ 17.40	97.5% - 325.2%	\$ 467.8	\$ 92.0	28.5%	-42.9%	5.08x	4.48x	na	na	
CA, Inc.	CA	\$ 33.08	94.5% - 131.4%	13,170.8	4,047.0	1.2%	30.6%	3.25x	3.25x	10.6x	8.2x	
Carbonite, Inc.	CARB	\$ 15.36	99.2% - 236.3%	372.1	171.2	4.4%	1.0%	2.17x	1.87x	nm	11.7x	
Citrix Systems, Inc.	CTXS	\$ 85.22	94.7% - 139.9%	13,249.7	3,386.7	2.9%	28.5%	3.91x	3.91x	13.7x	11.2x	
CommVault Systems, Inc.	CVLT	\$ 53.13	98.7% - 180.7%	1,950.0	608.4	6.5%	2.7%	3.21x	3.11x	nm	22.4x	
Progress Software Corporation	PRGS	\$ 27.20	91.3% - 124.0%	1,222.8	400.3	2.6%	25.6%	3.05x	2.97x	11.9x	8.5x	
Red Hat, Inc.	RHT	\$ 80.83	95.7% - 135.6%	14,037.0	2,234.8	15.1%	17.2%	6.28x	6.02x	36.5x	24.0x	
Splunk, Inc.	SPLK	\$ 58.68	87.7% - 196.6%	6,874.4	793.1	28.2%	-38.7%	8.67x	7.52x	na	nm	
VMware, Inc.	VMW	\$ 73.35	89.1% - 169.6%	23,965.5	6,821.0	4.9%	26.9%	3.51x	3.42x	13.0x	9.5x	
Twilio, Inc.	TWLO	\$ 64.36	90.7% - 272.0%	5,181.5	219.5	28.5%	-13.9%	nm	nm	na	na	
Varonis Systems, Inc.	VRNS	\$ 30.10	98.3% - 227.2%	685.9	144.2	19.0%	-10.7%	4.76x	4.29x	na	na	
			<i>Mean</i>	<i>94.3% - 194.4%</i>	<i>\$ 7,379.8</i>	<i>\$ 1,719.8</i>	<i>12.9%</i>	<i>2.4%</i>	<i>4.39x</i>	<i>4.09x</i>	<i>17.2x</i>	<i>13.6x</i>
			<i>Median</i>	<i>94.7% - 180.7%</i>	<i>\$ 5,181.5</i>	<i>\$ 608.4</i>	<i>6.5%</i>	<i>2.7%</i>	<i>3.71x</i>	<i>3.67x</i>	<i>13.0x</i>	<i>11.2x</i>
Collaboration												
Box, Inc.	BOX	\$ 15.76	99.4% - 178.7%	\$ 1,969.2	\$ 349.5	26.2%	-41.0%	5.63x	4.98x	na	na	
IntraLinks Holdings, Inc.	IL	\$ 10.06	96.4% - 161.7%	617.6	284.5	9.4%	5.1%	2.17x	2.06x	43.0x	11.9x	
LogMeIn, Inc.	LOGM	\$ 90.39	95.7% - 258.3%	2,107.1	308.7	15.1%	11.8%	6.83x	6.31x	nm	24.4x	
RingCentral, Inc.	RNG	\$ 23.66	92.2% - 170.5%	1,598.6	338.6	23.9%	-2.7%	4.72x	4.28x	na	nm	
Workiva Inc.	WK	\$ 18.13	95.2% - 166.1%	715.5	163.7	21.2%	-27.8%	4.37x	3.95x	na	na	
			<i>Mean</i>	<i>95.8% - 187.0%</i>	<i>\$ 1,401.6</i>	<i>\$ 289.0</i>	<i>19.2%</i>	<i>-10.9%</i>	<i>4.74x</i>	<i>4.32x</i>	<i>43.0x</i>	<i>18.2x</i>
			<i>Median</i>	<i>95.7% - 170.5%</i>	<i>\$ 1,598.6</i>	<i>\$ 308.7</i>	<i>21.2%</i>	<i>-2.7%</i>	<i>4.72x</i>	<i>4.28x</i>	<i>43.0x</i>	<i>18.2x</i>

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		30-Sep-16	High-Low	Value	LTM	'16 E-'17 E	Margin	LTM	2016 E	LTM	2016 E
Healthcare											
athenahealth, Inc.	ATHN	\$ 126.12	74.0% - 110.1%	\$ 5,122.3	\$ 1,011.7	19.4%	8.4%	5.06x	4.64x	nm	21.8x
Cerner Corporation	CERN	\$ 61.75	90.4% - 124.5%	20,808.2	4,579.4	10.2%	27.7%	4.54x	4.23x	16.4x	12.9x
Computer Programs & Systems Inc.	CPSI	\$ 26.06	44.1% - 107.8%	504.2	226.9	3.9%	15.2%	2.22x	1.83x	14.6x	8.7x
HealthStream, Inc.	HSTM	\$ 27.60	98.0% - 155.1%	737.2	218.6	14.3%	11.2%	3.37x	3.22x	30.1x	21.2x
Inovalon Holdings, Inc.	INOV	\$ 14.71	61.6% - 106.2%	1,772.6	452.5	11.9%	24.5%	3.92x	3.75x	16.0x	13.3x
Medidata Solutions, Inc.	MDSO	\$ 55.76	98.2% - 184.5%	3,138.6	420.8	19.3%	12.2%	7.46x	6.79x	nm	29.6x
NantHealth, Inc.	NH	\$ 13.15	67.1% - 134.3%	1,611.5	85.8	188.7%	-143.8%	18.79x	12.56x	na	na
Quality Systems Inc.	QSII	\$ 11.32	64.7% - 102.0%	757.9	492.5	2.5%	11.5%	1.54x	1.51x	13.4x	8.6x
Veeva Systems Inc.	VEEV	\$ 41.28	96.9% - 206.7%	5,142.4	472.3	21.3%	19.4%	10.89x	9.75x	nm	33.3x
		<i>Mean</i>	<i>77.2% - 136.8%</i>	<i>\$ 4,399.4</i>	<i>\$ 884.5</i>	<i>32.4%</i>	<i>-1.5%</i>	<i>6.42x</i>	<i>5.37x</i>	<i>18.1x</i>	<i>18.7x</i>
		<i>Median</i>	<i>74.0% - 124.5%</i>	<i>\$ 1,772.6</i>	<i>\$ 452.5</i>	<i>14.3%</i>	<i>12.2%</i>	<i>4.54x</i>	<i>4.23x</i>	<i>16.0x</i>	<i>17.2x</i>
Other Vertical											
AppFolio, Inc.	APPF	\$ 19.44	97.3% - 175.6%	\$ 631.9	\$ 90.1	30.6%	-11.9%	7.01x	6.05x	na	na
Blackbaud Inc.	BLKB	\$ 66.34	92.4% - 133.0%	3,466.4	684.1	9.6%	16.6%	5.07x	4.73x	30.5x	19.8x
CDK Global, Inc.	CDK	\$ 57.36	95.5% - 144.6%	9,626.6	2,114.6	4.8%	23.2%	4.55x	4.45x	19.6x	15.4x
Ebix Inc.	EBIX	\$ 56.85	96.1% - 235.4%	2,009.3	280.7	9.3%	37.4%	7.16x	6.88x	19.2x	18.1x
Guidewire Software, Inc.	GWRE	\$ 59.98	92.6% - 141.7%	3,754.4	424.4	14.8%	5.8%	8.85x	8.50x	nm	48.0x
Instructure, Inc.	INST	\$ 25.37	97.6% - 192.1%	648.0	91.9	42.6%	-51.7%	7.05x	5.80x	na	na
Q2 Holdings, Inc.	QTWO	\$ 28.66	93.3% - 174.4%	1,044.4	128.2	28.2%	-16.4%	8.15x	7.02x	na	na
SS&C Technologies Holdings, Inc.	SSNC	\$ 32.15	83.3% - 136.1%	8,972.3	1,279.0	8.8%	31.7%	7.02x	5.93x	22.1x	14.2x
Silver Spring Networks, Inc.	SSNI	\$ 14.18	87.6% - 148.5%	618.5	439.3	14.4%	20.0%	1.41x	2.07x	7.0x	35.7x
Square, Inc.	SQ	\$ 11.66	73.3% - 144.6%	3,581.6	1,524.4	28.7%	-6.0%	2.35x	5.33x	na	nm
Tyler Technologies, Inc.	TYL	\$ 171.23	93.1% - 144.9%	6,293.6	678.0	13.2%	20.4%	9.28x	8.21x	45.5x	29.1x
		<i>Mean</i>	<i>91.1% - 161.0%</i>	<i>\$ 3,695.2</i>	<i>\$ 703.2</i>	<i>18.6%</i>	<i>6.3%</i>	<i>6.17x</i>	<i>5.91x</i>	<i>24.0x</i>	<i>25.8x</i>
		<i>Median</i>	<i>93.1% - 144.9%</i>	<i>\$ 3,466.4</i>	<i>\$ 439.3</i>	<i>14.4%</i>	<i>16.6%</i>	<i>7.02x</i>	<i>5.93x</i>	<i>20.9x</i>	<i>19.8x</i>

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		30-Sep-16	High-Low	Value	LTM	'16 E-'17 E	Margin	LTM	2016 E	LTM	2016 E
Security											
Infoblox Inc.	BLOX	\$ 26.37	99.8% - 199.5%	\$ 1,208.0	\$ 358.3	14.5%	0.5%	3.37x	3.52x	nm	na
Check Point Software Technologies Ltd.	CHKP	\$ 77.61	86.3% - 108.3%	11,981.5	1,688.9	5.9%	51.0%	7.09x	6.95x	13.9x	12.7x
Barracuda Networks, Inc.	CUDA	\$ 25.48	98.9% - 269.9%	1,165.8	338.4	6.2%	7.3%	3.45x	3.42x	47.1x	18.7x
FireEye, Inc.	FEYE	\$ 14.73	44.5% - 129.8%	2,306.4	693.4	15.3%	-57.9%	3.33x	3.20x	na	na
Fortinet Inc.	FTNT	\$ 36.93	82.7% - 159.5%	5,392.6	1,152.6	18.9%	4.7%	4.68x	4.22x	nm	23.3x
Imperva Inc.	IMPV	\$ 53.71	68.9% - 172.6%	1,496.4	253.7	20.3%	-21.1%	5.90x	5.99x	na	na
MobileIron, Inc.	MOBL	\$ 2.75	21.2% - 107.4%	150.6	157.9	11.0%	-41.3%	0.95x	0.93x	na	na
Palo Alto Networks, Inc.	PANW	\$ 159.33	81.8% - 143.4%	13,697.8	1,378.5	32.0%	-10.7%	9.94x	8.64x	na	40.9x
Proofpoint, Inc.	PFPT	\$ 74.85	92.8% - 210.5%	3,090.3	313.0	29.0%	-19.1%	9.87x	8.51x	na	nm
Qualys, Inc.	QLYS	\$ 38.19	96.1% - 225.1%	1,136.5	181.6	18.7%	24.3%	6.26x	5.74x	25.7x	17.7x
Rapid7, Inc.	RPD	\$ 17.65	71.3% - 195.0%	657.7	133.2	26.6%	-39.4%	4.94x	4.25x	na	na
SecureWorks Corp.	SCWX	\$ 12.51	77.1% - 105.6%	895.9	385.7	19.5%	-10.9%	2.32x	2.11x	na	na
Symantec Corporation	SYMC	\$ 25.10	99.0% - 155.5%	12,708.7	3,572.0	16.9%	26.1%	3.56x	3.30x	13.6x	10.3x
VASCO Data Security International Inc.	VDSI	\$ 17.61	82.5% - 142.6%	564.3	212.0	15.3%	12.9%	2.66x	2.69x	20.6x	16.9x
		<i>Mean</i>	78.8% - 166.1%	\$ 4,032.3	\$ 772.8	17.9%	-5.3%	4.88x	4.53x	24.2x	20.1x
		<i>Median</i>	82.6% - 157.5%	\$ 1,352.2	\$ 348.3	17.8%	-5.1%	4.12x	3.87x	20.6x	17.7x

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		30-Sep-16	High-Low	Value	LTM	'16 E-'17 E	Margin	LTM	2016 E	LTM	2016 E
Large Diversified											
Apple Inc.	AAPL	\$ 113.05	91.3% - 126.4%	\$ 631,486.5	\$ 220,288.0	7.4%	33.6%	2.87x	2.95x	8.5x	9.2x
Hewlett Packard Enterprise Company	HPE	\$ 22.69	96.5% - 195.2%	43,813.0	51,093.0	-1.7%	14.6%	0.86x	0.87x	5.9x	5.3x
HP Inc.	HPQ	\$ 15.53	52.2% - 174.3%	27,768.9	99,884.0	-2.7%	9.4%	0.28x	0.59x	3.0x	6.7x
International Business Machines Corporation	IBM	\$ 158.85	96.3% - 135.9%	185,899.9	80,261.0	-0.5%	22.4%	2.32x	2.33x	10.3x	9.7x
Oracle Corporation	ORCL	\$ 39.13	93.2% - 118.1%	147,326.5	37,194.0	2.1%	39.3%	3.96x	3.94x	10.1x	8.8x
		<i>Mean</i>	85.9% - 150.0%	\$ 207,258.9	\$ 97,744.0	0.9%	23.8%	2.06x	2.14x	7.6x	7.9x
		<i>Median</i>	93.2% - 135.9%	\$ 147,326.5	\$ 80,261.0	-0.5%	22.4%	2.32x	2.33x	8.5x	8.8x
Networking											
A10 Networks, Inc.	ATEN	\$ 10.69	98.4% - 220.9%	\$ 589.4	\$ 218.3	13.2%	-9.2%	2.70x	2.53x	na	nm
Arista Networks, Inc.	ANET	\$ 85.08	98.5% - 162.0%	5,144.9	973.9	20.4%	20.6%	5.28x	4.66x	25.6x	16.0x
Brocade Communications Systems, Inc.	BRCD	\$ 9.23	84.4% - 124.7%	4,142.9	2,277.1	7.9%	21.5%	1.82x	1.73x	8.5x	6.7x
Cisco Systems, Inc.	CSCO	\$ 31.46	98.5% - 140.1%	121,930.3	49,247.0	3.0%	30.1%	2.48x	2.48x	8.2x	8.1x
Extreme Networks Inc.	EXTR	\$ 4.49	97.8% - 193.5%	440.8	528.4	20.2%	5.2%	0.83x	0.81x	16.1x	9.2x
F5 Networks, Inc.	FFIV	\$ 124.64	98.0% - 144.9%	7,440.5	1,971.0	7.6%	29.7%	3.77x	3.69x	12.7x	9.4x
Gigamon Inc.	GIMO	\$ 54.80	97.2% - 280.0%	1,705.1	266.0	20.2%	10.2%	6.41x	5.54x	nm	23.4x
Juniper Networks, Inc.	JNPR	\$ 24.06	74.3% - 113.6%	9,002.6	4,887.4	3.8%	21.8%	1.84x	1.84x	8.4x	6.9x
Netgear Inc.	NTGR	\$ 60.49	99.5% - 212.1%	1,629.1	1,324.7	4.6%	11.0%	1.23x	1.26x	11.2x	9.7x
NetScout Systems, Inc.	NTCT	\$ 29.25	72.6% - 155.8%	2,671.2	1,123.6	6.7%	7.6%	2.38x	2.27x	31.5x	8.9x
		<i>Mean</i>	91.9% - 174.8%	\$ 15,469.7	\$ 6,281.7	10.8%	14.8%	2.87x	2.68x	15.3x	10.9x
		<i>Median</i>	97.9% - 158.9%	\$ 3,407.0	\$ 1,224.1	7.8%	15.8%	2.43x	2.38x	11.9x	9.2x
Storage											
Nimble Storage, Inc.	NMBL	\$ 8.83	36.5% - 156.6%	\$ 557.2	\$ 354.3	22.5%	-34.6%	1.57x	1.40x	na	na
NetApp, Inc.	NTAP	\$ 35.62	98.7% - 172.4%	7,046.0	5,505.0	0.0%	13.1%	1.28x	1.31x	9.8x	7.4x
Pure Storage, Inc.	PSTG	\$ 13.55	65.8% - 140.9%	2,093.9	584.8	40.5%	-29.4%	3.58x	2.92x	na	na
Quantum Corporation	QTM	\$ 0.74	70.1% - 210.3%	294.8	481.4	4.2%	1.6%	0.61x	0.61x	39.1x	na
		<i>Mean</i>	67.8% - 170.0%	\$ 2,498.0	\$ 1,731.4	16.8%	-12.3%	1.76x	1.56x	24.5x	7.4x
		<i>Median</i>	67.9% - 164.5%	\$ 1,325.5	\$ 533.1	13.3%	-13.9%	1.43x	1.35x	24.5x	7.4x

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Sources of information: S&P Capital IQ.

Selected Companies Review

(\$ in millions, except per share)

Company	Ticker	Market Statistics			Metrics			Valuation Benchmarks			
		Closing Price	% of 52-week	Enterprise	Revenue	Rev. Growth	LTM EBITDA	EV / Revenue		EV / EBITDA	
		30-Sep-16	High-Low	Value	LTM	'16 E-'17 E	Margin	LTM	2016 E	LTM	2016 E
Internet Retail											
Amazon.com, Inc.	AMZN	\$ 837.31	99.7% - 176.6%	\$ 398,266.5	\$ 120,637.0	22.1%	8.5%	3.30x	2.91x	38.6x	25.8x
Blue Nile Inc.	NILE	\$ 34.42	88.3% - 154.1%	363.7	476.7	2.1%	3.6%	0.76x	0.77x	21.1x	14.8x
eBay Inc.	EBAY	\$ 32.90	99.1% - 152.9%	38,112.7	8,788.0	4.7%	35.0%	4.34x	4.26x	12.4x	11.0x
Etsy, Inc.	ETSY	\$ 14.28	91.0% - 236.4%	1,358.5	320.8	22.9%	9.4%	4.23x	3.77x	45.0x	26.6x
Expedia Inc.	EXPE	\$ 116.72	83.1% - 132.0%	19,421.4	7,736.2	14.3%	10.8%	2.51x	2.22x	23.2x	12.1x
Groupon, Inc.	GRPN	\$ 5.15	86.7% - 239.5%	2,407.1	3,118.8	3.9%	0.2%	0.77x	0.78x	nm	15.6x
GrubHub Inc.	GRUB	\$ 42.99	96.4% - 241.9%	3,393.4	418.0	23.3%	22.6%	8.12x	6.97x	36.0x	24.1x
Match Group, Inc.	MTCH	\$ 17.79	97.7% - 211.5%	5,524.5	1,122.9	14.3%	25.7%	4.92x	4.50x	19.1x	13.7x
Netflix, Inc.	NFLX	\$ 98.55	73.9% - 123.3%	42,790.2	7,624.6	23.4%	4.1%	5.61x	4.90x	nm	nm
Overstock.com Inc.	OSTK	\$ 15.32	85.4% - 152.7%	306.9	1,703.7	7.0%	0.1%	0.18x	0.17x	nm	8.2x
Shutterfly, Inc.	SFLY	\$ 44.64	81.8% - 126.7%	1,761.1	1,101.2	9.2%	11.7%	1.60x	1.53x	13.7x	8.0x
The Priceline Group Inc.	PCLN	\$ 1,471.49	99.3% - 154.2%	75,618.0	9,806.9	15.3%	37.9%	7.71x	7.11x	20.4x	17.6x
TripAdvisor Inc.	TRIP	\$ 63.18	72.2% - 118.1%	8,441.7	1,467.0	14.8%	14.0%	5.75x	5.53x	41.2x	21.6x
Wayfair Inc.	W	\$ 39.37	78.7% - 136.5%	3,073.1	2,868.0	35.4%	-3.5%	1.07x	0.90x	na	na
		<i>Mean</i>	<i>88.1% - 168.3%</i>	<i>\$ 42,917.1</i>	<i>\$ 11,942.1</i>	<i>15.2%</i>	<i>12.9%</i>	<i>3.63x</i>	<i>3.31x</i>	<i>27.1x</i>	<i>16.6x</i>
		<i>Median</i>	<i>87.5% - 153.5%</i>	<i>\$ 4,458.9</i>	<i>\$ 2,285.9</i>	<i>14.6%</i>	<i>10.1%</i>	<i>3.77x</i>	<i>3.34x</i>	<i>22.1x</i>	<i>15.2x</i>

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Selected Companies Review

(\$ in millions, except per share)

Company	Ticker	Market Statistics			Metrics			Valuation Benchmarks			
		Closing Price	% of 52-week	Enterprise	Revenue	Rev. Growth	LTM EBITDA	EV / Revenue		EV / EBITDA	
		30-Sep-16	High-Low	Value	LTM	'16 E-'17 E	Margin	LTM	2016 E	LTM	2016 E
Internet Content and Search											
Alphabet Inc.	GOOGL	\$ 804.06	98.2% - 126.9%	\$ 472,733.5	\$ 81,761.0	14.7%	32.9%	5.78x	5.34x	17.6x	13.2x
Angie's List, Inc.	ANGI	\$ 9.91	88.1% - 201.8%	582.0	340.2	5.4%	9.7%	1.71x	1.76x	17.6x	15.0x
Autobytel Inc.	ABTL	\$ 17.80	71.2% - 144.4%	189.2	149.0	9.1%	8.4%	1.27x	1.24x	15.1x	10.4x
Bankrate, Inc.	RATE	\$ 8.48	53.7% - 128.7%	938.0	383.8	16.0%	23.1%	2.44x	2.21x	10.6x	9.2x
Care.com, Inc.	CRCM	\$ 9.96	83.0% - 203.3%	229.2	151.2	13.2%	-0.1%	1.52x	1.43x	na	20.0x
CoStar Group Inc.	CSGP	\$ 216.53	96.3% - 147.8%	6,930.9	788.7	13.6%	21.7%	8.79x	8.26x	40.6x	27.8x
Everyday Health, Inc.	EVDY	\$ 7.69	72.6% - 207.3%	343.6	248.8	12.9%	9.0%	1.38x	1.34x	15.4x	7.5x
Facebook, Inc.	FB	\$ 128.27	94.6% - 145.2%	345,055.4	22,160.0	34.4%	50.0%	15.57x	12.73x	31.2x	20.2x
TripAdvisor Inc.	TRIP	\$ 63.18	72.2% - 118.1%	8,441.7	1,467.0	14.8%	14.0%	5.75x	5.53x	41.2x	21.6x
LinkedIn Corporation	LNKD	\$ 191.12	74.0% - 194.5%	23,615.9	3,434.9	19.1%	11.5%	6.88x	6.24x	nm	21.7x
Monster Worldwide, Inc.	MWW	\$ 3.61	46.6% - 169.5%	401.5	635.0	-0.3%	11.8%	0.63x	0.65x	5.3x	6.3x
RetailMeNot, Inc.	SALE	\$ 9.89	76.5% - 179.2%	302.9	254.5	8.7%	14.3%	1.19x	1.05x	8.3x	5.3x
TechTarget, Inc.	TTGT	\$ 8.06	84.0% - 134.8%	226.3	112.6	10.8%	15.6%	2.01x	2.05x	12.9x	10.9x
TrueCar, Inc.	TRUE	\$ 9.44	84.8% - 213.7%	724.3	264.3	9.8%	-12.9%	2.74x	2.68x	na	nm
Twitter, Inc.	TWTR	\$ 23.05	72.3% - 167.9%	14,172.4	2,476.2	12.9%	-0.2%	5.72x	5.55x	na	20.3x
WebMD Health Corp.	WBMD	\$ 49.70	73.6% - 123.4%	1,867.2	670.9	7.7%	24.3%	2.78x	2.64x	11.4x	8.1x
Yahoo! Inc.	YHOO	\$ 43.10	95.9% - 164.8%	35,939.4	4,893.9	1.1%	3.1%	7.34x	10.25x	nm	46.8x
Yelp Inc.	YELP	\$ 41.70	99.4% - 287.0%	2,827.1	629.3	25.3%	-1.4%	4.49x	4.00x	na	26.9x
Zillow Group, Inc.	ZG	\$ 34.45	86.1% - 209.4%	6,000.9	740.5	22.6%	1.0%	8.10x	7.17x	nm	45.1x
		<i>Mean</i>	<i>80.2% - 172.0%</i>	<i>\$ 48,501.1</i>	<i>\$ 6,398.0</i>	<i>13.2%</i>	<i>12.4%</i>	<i>4.53x</i>	<i>4.32x</i>	<i>18.9x</i>	<i>18.7x</i>
		<i>Median</i>	<i>83.0% - 167.9%</i>	<i>\$ 1,867.2</i>	<i>\$ 635.0</i>	<i>12.9%</i>	<i>11.5%</i>	<i>2.78x</i>	<i>2.68x</i>	<i>15.2x</i>	<i>17.5x</i>

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Sources of information: S&P Capital IQ.

PROFESSIONAL SERVICES AND DISTRIBUTION

Technology Investment Banking

Selected Companies Review

(\$ in millions, except per share)

Company	Ticker	Market Statistics			Metrics			Valuation Benchmarks			
		Closing Price	% of 52-week	Enterprise	Revenue	Rev. Growth	LTM EBITDA	EV / Revenue		EV / EBITDA	
		30-Sep-16	High-Low	Value	LTM	'16 E-'17 E	Margin	LTM	2016 E	LTM	2016 E
Large Diversified											
International Business Machines Corporation	IBM	\$ 158.85	96.3% - 135.9%	\$ 185,899.9	\$ 80,261.0	-0.5%	22.4%	2.32x	2.33x	10.3x	9.7x
Hewlett Packard Enterprise Company	HPE	\$ 22.69	96.5% - 195.2%	43,813.0	51,093.0	-1.7%	14.6%	0.86x	0.87x	5.9x	5.3x
		<i>Mean</i>	96.4% - 165.6%	\$ 114,856.4	\$ 65,677.0	-1.1%	18.5%	1.59x	1.60x	8.1x	7.5x
		<i>Median</i>	96.4% - 165.6%	\$ 114,856.4	\$ 65,677.0	-1.1%	18.5%	1.59x	1.60x	8.1x	7.5x
Consulting											
CACI International Inc.	CACI	\$ 100.90	90.8% - 139.8%	\$ 3,882.9	\$ 3,744.1	2.4%	8.9%	1.04x	0.94x	11.6x	11.1x
Ciber, Inc.	CBR	\$ 1.15	29.5% - 123.7%	123.0	728.0	-3.8%	-2.5%	0.17x	0.19x	na	na
Cognizant Technology Solutions Corporation	CTSH	\$ 47.71	68.4% - 105.0%	25,384.7	12,991.4	10.7%	20.0%	1.95x	1.87x	9.8x	9.0x
Computer Sciences Corporation	CSC	\$ 52.21	73.4% - 215.1%	9,835.7	7,232.0	4.0%	12.9%	1.36x	1.31x	10.6x	8.2x
EPAM Systems, Inc.	EPAM	\$ 69.31	82.1% - 126.3%	3,286.7	1,044.6	21.2%	15.1%	3.15x	2.83x	20.8x	15.5x
ManTech International Corporation	MANT	\$ 37.69	90.4% - 151.4%	1,401.0	1,587.4	4.4%	7.7%	0.88x	0.87x	11.5x	11.3x
Perficient Inc.	PRFT	\$ 20.15	88.9% - 135.2%	754.0	484.7	7.3%	12.3%	1.56x	1.51x	12.7x	9.9x
Science Applications International Corporation	SAIC	\$ 69.06	95.3% - 175.3%	4,012.8	4,517.0	1.8%	7.5%	0.89x	0.88x	11.8x	11.9x
Unisys Corporation	UIS	\$ 9.74	65.1% - 144.9%	459.5	2,944.8	0.5%	6.9%	0.16x	0.16x	2.3x	1.2x
Virtusa Corporation	VRTU	\$ 24.68	41.5% - 119.0%	806.5	670.9	12.9%	7.5%	1.20x	1.00x	16.1x	18.8x
		<i>Mean</i>	72.5% - 143.6%	\$ 4,994.7	\$ 3,594.5	6.1%	9.6%	1.24x	1.16x	11.9x	10.8x
		<i>Median</i>	77.7% - 137.5%	\$ 2,343.8	\$ 2,266.1	4.2%	8.3%	1.12x	0.97x	11.6x	11.1x
Infrastructure Outsourcing											
Akamai Technologies, Inc.	AKAM	\$ 52.99	69.4% - 134.4%	\$ 9,018.9	\$ 2,270.0	10.1%	31.2%	3.97x	3.89x	12.7x	9.7x
Limelight Networks, Inc.	LLNW	\$ 1.87	84.2% - 207.8%	181.8	169.8	6.6%	2.1%	1.07x	1.05x	nm	8.0x
Rackspace Hosting, Inc.	RAX	\$ 31.69	98.6% - 210.6%	4,106.7	2,073.4	4.3%	28.4%	1.98x	1.98x	7.0x	5.8x
		<i>Mean</i>	84.1% - 184.2%	\$ 4,435.8	\$ 1,504.4	7.0%	20.6%	2.34x	2.31x	9.9x	7.8x
		<i>Median</i>	84.2% - 207.8%	\$ 4,106.7	\$ 2,073.4	6.6%	28.4%	1.98x	1.98x	9.9x	8.0x

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Sources of information: S&P Capital IQ.

PROFESSIONAL SERVICES AND DISTRIBUTION (CONTINUED) Technology Investment Banking

Selected Companies Review

(\$ in millions, except per share)

Company	Ticker	Market Statistics			Metrics			Valuation Benchmarks			
		Closing Price	% of 52-week	Enterprise	Revenue	Rev. Growth	LTM EBITDA	EV / Revenue		EV / EBITDA	
		30-Sep-16	High-Low	Value	LTM	'16 E-'17 E	Margin	LTM	2016 E	LTM	2016 E
Solution Providers											
CDW Corporation	CDW	\$ 45.73	96.3% - 150.4%	\$ 11,089.2	\$ 13,700.8	5.7%	7.5%	0.81x	0.79x	10.8x	10.2x
ePlus inc.	PLUS	\$ 94.41	86.4% - 152.8%	792.9	1,232.8	4.8%	7.5%	0.64x	0.63x	8.5x	9.5x
Insight Enterprises Inc.	NSIT	\$ 32.55	99.3% - 178.3%	1,222.5	5,354.6	3.2%	3.3%	0.23x	0.22x	6.8x	6.3x
PC Connection, Inc.	CNXN	\$ 26.42	95.2% - 137.7%	653.7	2,613.7	6.3%	3.5%	0.25x	0.24x	7.2x	6.9x
PCM, Inc.	PCMI	\$ 21.54	98.3% - 288.0%	372.2	1,966.1	6.1%	1.5%	0.19x	0.17x	12.4x	7.9x
		<i>Mean</i>	<i>95.1% - 181.4%</i>	<i>\$ 2,826.1</i>	<i>\$ 4,973.6</i>	<i>5.2%</i>	<i>4.7%</i>	<i>0.42x</i>	<i>0.41x</i>	<i>9.2x</i>	<i>8.2x</i>
		<i>Median</i>	<i>96.3% - 152.8%</i>	<i>\$ 792.9</i>	<i>\$ 2,613.7</i>	<i>5.7%</i>	<i>3.5%</i>	<i>0.25x</i>	<i>0.24x</i>	<i>8.5x</i>	<i>7.9x</i>
Distribution											
Anixter International Inc.	AXE	\$ 64.50	91.8% - 171.5%	\$ 3,513.1	\$ 7,096.9	2.7%	5.0%	0.50x	0.46x	9.9x	9.1x
Arrow Electronics, Inc.	ARW	\$ 63.97	94.0% - 141.4%	8,127.2	23,895.9	3.1%	4.5%	0.34x	0.34x	7.6x	7.3x
Avnet, Inc.	AVT	\$ 41.06	87.5% - 110.7%	6,695.0	26,219.3	2.5%	3.7%	0.26x	0.27x	6.9x	7.1x
Ingram Micro Inc.	IM	\$ 35.66	97.3% - 134.9%	5,725.1	41,287.4	3.5%	1.8%	0.14x	0.14x	7.5x	7.2x
ScanSource, Inc.	SCSC	\$ 36.50	83.9% - 132.9%	950.8	3,540.2	2.4%	3.3%	0.27x	0.27x	8.2x	8.3x
SYNNEX Corp.	SNX	\$ 113.85	95.8% - 150.1%	5,115.7	13,724.6	5.8%	3.5%	0.37x	0.36x	10.8x	10.3x
Tech Data Corp.	TECD	\$ 84.71	95.5% - 146.1%	2,647.9	26,229.3	1.6%	1.4%	0.10x	0.10x	7.4x	7.1x
		<i>Mean</i>	<i>92.2% - 141.1%</i>	<i>\$ 4,682.1</i>	<i>\$ 20,284.8</i>	<i>3.1%</i>	<i>3.3%</i>	<i>0.28x</i>	<i>0.28x</i>	<i>8.3x</i>	<i>8.0x</i>
		<i>Median</i>	<i>94.0% - 141.4%</i>	<i>\$ 5,115.7</i>	<i>\$ 23,895.9</i>	<i>2.7%</i>	<i>3.5%</i>	<i>0.27x</i>	<i>0.27x</i>	<i>7.6x</i>	<i>7.3x</i>

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