



Cassel Salpeter & Co.  
INVESTMENT BANKING

**Technology Investment Banking**  
**Q1 2017 Review**  
**Focus on Cyber Security**

The exponential growth in cyber security threats is outpacing cyber security solutions. We believe part of what is holding back cyber security solutions is the disconnect between company and investor expectations.

The need for cyber security solutions is clear to investors. At a macro level, large cyber security breaches dominate the headlines. At a micro level, you may have noticed an increase in phishing attacks in your work email.

Cyber security vulnerabilities will continue to grow. Cyber security should be inherent in products and cyber infrastructure, but products sell on functionality over cyber security. Moreover, the cyber security vulnerability could be anywhere in the connection – from the endpoint, through the internet, to the cloud service hosting the functionality.

Along with the current security vulnerabilities in our cyber infrastructure, investors know that the problem will get worse with our increasing connectedness – the Internet of Things (IoT) in all facets of our world including basic infrastructure, banking, agriculture, homes, and cars.

In addition, our behaviors are creating security vulnerabilities. We have shifted from private individuals to broadcasting our personal information. We quickly use the latest app that is unlikely to have had the rigorous security testing that we expect.

In summary, the tailwinds for continued growth in cyber security services and products remain high for the foreseeable future. The funding and investment opportunities are less clear.

In the past year, our sources have indicated solid growth in private cyber security vendors. If the IPO market continues to open up, we expect 2-3 additional cyber security IPOs this year.

Nevertheless, the strong investor interest in cyber security does not match the transaction activity.

On the services side, there are many consultancies with solid fundamentals and cash flow. These firms are attractive to private equity investors and fit well into the platform, add-on (consolidation) playbook. The number of transactions does not reflect the strong private equity interest because of managements' high valuation expectations.

On the product side, the fragmentation of security vulnerabilities results in a fragmentation of security solutions. Consolidation might seem like a wise play, but the investment math is difficult due to a lack of customer traction to justify the consolidation.

We remain bullish on cyber security transaction opportunities. Nevertheless, given mismatched valuation expectations on the services side and the lack of solid customer traction on the product side, we expect the number of transactions to be flat in 2017.

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** **CYBER SECURITY PERSPECTIVES**

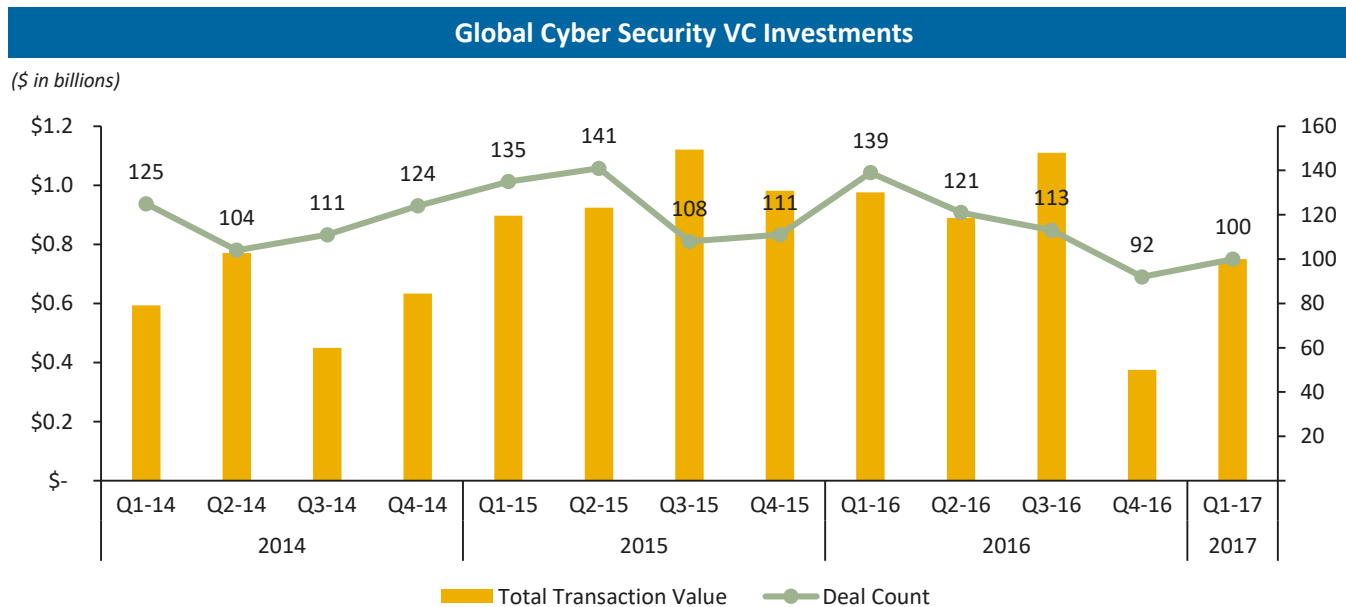
II M&A TRANSACTIONS

III PUBLIC MARKETS REVIEW

# EXPECT CONTINUED VC INVESTMENT IN SECURITY

We think cyber security technology innovation will solve a specific problem (feature) and will be consolidated into a larger technology portfolio. We remain bullish about the need for continued security innovation and the funding supporting it. Some have called the funding excessive, but the drivers of security vulnerabilities have grown exponentially in the last several years with the use of public clouds, mobile applications, social media, and the internet of things.

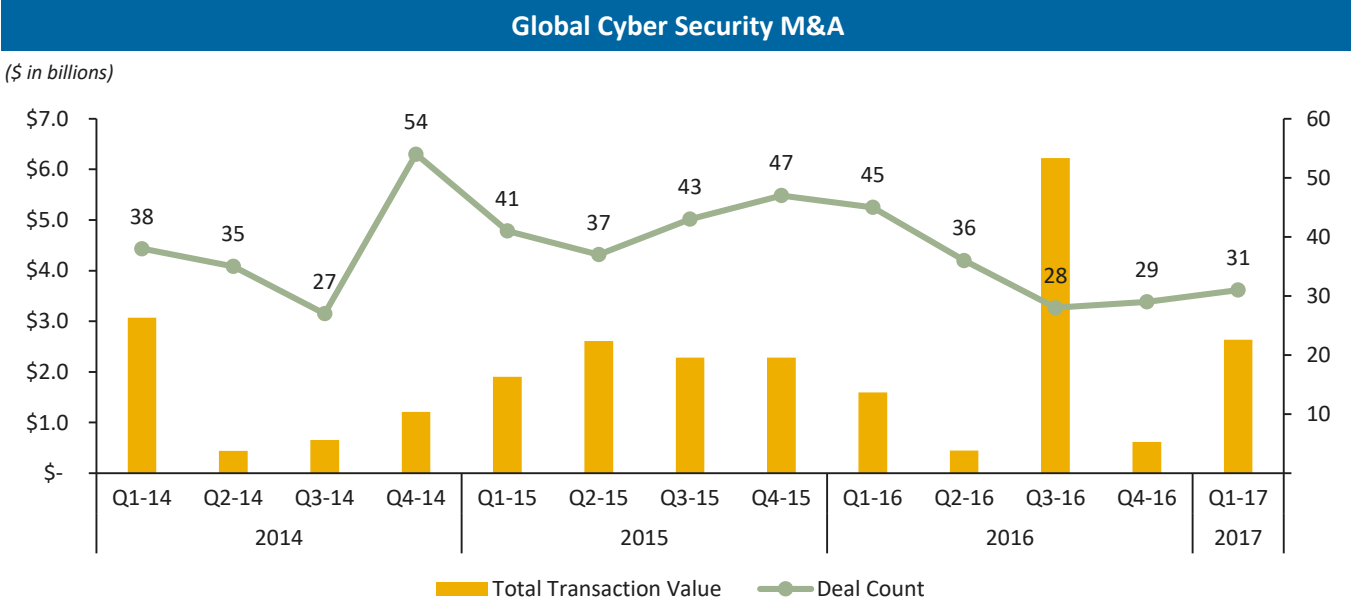
While the data shows a dip in financings in the last few quarters, we think this is a transaction reporting timing issue versus a market pull back from cyber security.



Sources of information: Pitchbook Data.

Note: Transaction values are understated as transaction values are often not reported.

Given the proliferation of new technology and the maturity of established cyber security companies, companies invest in security innovation. There is a solid pipeline of technology companies solving important security threats that have strong synergies with larger technology organizations.



Sources of information: Pitchbook Data.  
 Note: Transaction values are understated as transaction values are often not reported.

# SELECTED STRATEGIC SECURITY M&A

Technology Investment Banking

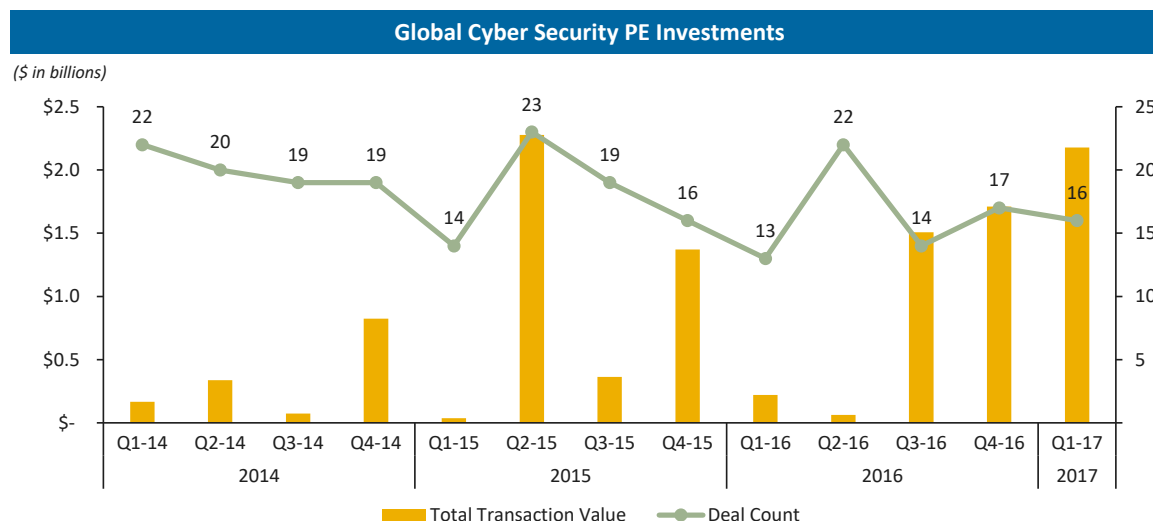
## Selected Transactions Review

(\$ 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	
<b>Security</b>											
6-Mar-17	3-Apr-17	Veracode, Inc.	CA, Inc.	614.0	na	na	na	na	na	na	
8-Feb-17	22-Mar-17	Invincea, Inc.	Sophos Group plc	120.0	na	na	12.24x	na	na	na	
20-Nov-16	9-Feb-17	LifeLock, Inc.	Symantec Corporation	2,362.1	650.2	7.3%	3.63x	50.01x	15.7%	38.7%	
12-Jun-16	1-Aug-16	Blue Coat, Inc.	Symantec Corporation	4,737.7	598.3	1.5%	7.92x	na	na	na	
18-Apr-16	15-Aug-16	CSIidentity Corporation	Experian Information Solutions, Inc.	360.0	103.0	20.4%	3.50x	17.14x	na	na	
20-Jan-16	14-Jan-16	iSight Security, Inc.	FireEye, Inc.	271.1	40.0	na	6.78x	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	
9-Nov-15	closed	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	7.87x	na	na	na	
8-Sep-15	8-Sep-15	Adallom, Inc.	Microsoft Corporation	320.0	na	na	na	na	na	na	
7-Apr-15	1-Sep-15	TrustWave Holdings, Inc.	Singapore Telecommunications	785.7	216.0	na	3.64x	na	na	na	
9-Jul-15	9-Jul-15	Caspida, Inc.	Splunk Inc.	190.0	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	
9-Dec-14	2-Jan-15	Tripwire, Inc.	Belden Inc.	710.0	118.5	na	na	na	na	na	
8-Aug-14	7-Jan-15	SafeNet, Inc.	Gemalto N.V.	957.0	na	na	na	na	na	na	
2-Jan-14	30-Dec-13	Mandiant Corporation	FireEye, Inc.	106.5	na	na	na	na	na	na	
2-Dec-13	18-Feb-14	Prolexic Technologies, Inc.	Akamai Technologies, Inc.	402.6	na	na	na	na	na	na	
28-Oct-13	10-Jan-14	Virtela Technology Services	NTT Communications Corporation	525.0	na	na	na	na	na	na	
				Mean	\$ 699.1	\$ 218.5	9.7%	5.48x	33.57x	15.7%	38.7%
				Median	\$ 381.3	\$ 118.5	7.3%	3.64x	33.57x	15.7%	38.7%

Sources of information: S&P Capital IQ.

Private equity investors are very interested in cyber security companies with cash flow. Nevertheless, the number of deals do not match private equity interest. The disconnect is because of differing valuation expectations of management and private equity buyers, particularly in security services.



Sources of information: Pitchbook Data.

Note: Transaction values are understated as transaction values are often not reported.

### 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
<b>Security</b>										
19-Sep-16	4-Nov-16	Infoblox Inc.	Vista Equity Partners	1,254.3	358.3	0.5%	3.50x	na	16.1%	31.6%
13-Jul-16	16-Sep-16	Imprivata, Inc.	Thoma Bravo	496.9	131.1	-14.1%	3.79x	na	32.8%	37.5%
1-Jun-16	30-Jun-16	Ping Identity Corporation	Vista Equity Partners	600.0	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

Sources of information: S&P Capital IQ.



# PUBLIC SECURITY TRADING MULTIPLES

## 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		
		31-Mar-17	High-Low	Value	LTM	NCY	Margin	LTM	NCY	LTM	NCY	
<b>Security</b>												
Check Point Software Technologies Ltd.	CHKP	\$ 102.66	98.4% - 138.1%	\$ 16,582.5	\$ 1,741.3	7.4%	49.7%	9.52x	8.87x	19.2x	16.4x	
Barracuda Networks, Inc.	CUDA	\$ 23.11	86.6% - 166.1%	1,029.5	347.1	6.4%	10.0%	2.97x	2.79x	29.5x	14.0x	
FireEye, Inc.	FEYE	\$ 12.61	67.3% - 121.8%	2,044.6	714.1	1.3%	-41.4%	2.86x	2.83x	na	nm	
Fortinet, Inc.	FTNT	\$ 38.35	99.5% - 136.6%	5,638.0	1,275.4	16.1%	7.5%	4.42x	3.81x	nm	18.9x	
Imperva, Inc.	IMPV	\$ 41.05	71.7% - 132.0%	1,112.2	264.5	19.8%	-20.2%	4.21x	3.51x	na	40.7x	
MobileIron, Inc.	MOBL	\$ 4.35	33.6% - 169.9%	297.9	163.9	11.2%	-37.8%	1.82x	1.63x	na	na	
Palo Alto Networks, Inc.	PANW	\$ 112.68	68.0% - 102.4%	9,528.5	1,567.3	21.4%	-10.2%	6.08x	5.01x	na	21.9x	
Proofpoint, Inc.	PFPT	\$ 74.36	84.5% - 159.7%	3,189.4	375.5	31.1%	-11.1%	8.49x	6.48x	na	nm	
Qualys, Inc.	QLYS	\$ 37.90	95.5% - 159.4%	1,134.2	197.9	14.4%	24.2%	5.73x	5.01x	23.7x	15.7x	
Rapid7, Inc.	RPD	\$ 14.98	77.7% - 140.9%	565.5	157.4	24.1%	-26.9%	3.59x	2.90x	na	na	
SecureWorks Corp.	SCWX	\$ 9.50	58.5% - 102.0%	648.8	429.5	7.5%	-6.2%	1.51x	1.40x	na	na	
Symantec Corporation	SYMC	\$ 30.68	98.6% - 188.8%	20,548.8	3,777.0	34.5%	23.2%	5.44x	4.05x	23.5x	8.6x	
VASCO Data Security International, Inc.	VDSI	\$ 13.50	69.9% - 108.9%	393.4	192.3	-3.3%	8.4%	2.05x	2.12x	24.3x	25.0x	
			<i>Mean</i>	77.7% - 140.5%	\$ 4,824.1	\$ 861.8	14.8%	-2.4%	4.51x	3.88x	24.0x	20.1x
			<i>Median</i>	77.7% - 138.1%	\$ 1,134.2	\$ 375.5	14.4%	-6.2%	4.21x	3.51x	23.7x	17.7x

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.

Sources of information: S&P Capital IQ.

Given the significant and growing needs for cyber security, strategic buyers and private equity investors would like to invest in cyber security. While transaction activity in cyber security remains robust, we hear the frustration from private equity buyers looking to invest in the space.

On the services side, there are many consultancies with solid fundamentals and cash flow. These firms are attractive to private equity investors and fit well into the platform, add-on (consolidation) playbook. The number of transactions does not reflect the strong private equity interest because of managements' high valuation expectations.

On the product side, the fragmentation of security vulnerabilities results in a fragmentation of security solutions. Consolidation might seem like a wise play, but the investment math is difficult due to a lack of customer traction to justify the consolidation.

We remain bullish on cyber security transaction opportunities. Nevertheless, given mismatched valuation expectations on the services side and the lack of solid customer traction on the product side, we expect the number of transactions to be flat in 2017.

Our advice to company management is to take inbound calls from investors and prospective acquirers to get a pulse on the market and to find investors that management would like to work with. We expect strong investor appetite for cyber security companies with solid fundamentals (diversified customer base, growth, cash flow) for the foreseeable future.

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### 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
<b>Application Software</b>										
14-Nov-16	30-Mar-17	Mentor Graphics Corporation	Siemens Industry, Inc.	\$ 4,113.2	\$ 1,282.5	20.7%	3.21x	15.50x	19.9%	33.7%
9-Nov-16	19-Dec-16	TubeMogul, Inc.	Adobe Systems Incorporated	542.2	212.0	-9.8%	2.56x	na	82.1%	56.3%
14-Sep-16	na	YuMe, Inc.	AVI Partners, LLC	118.4	160.4	-0.5%	0.74x	na	41.1%	48.3%
31-Aug-16	1-Dec-16	Interactive Intelligence Group, Inc.	Genesys Telecommunications	1,399.0	426.2	-0.3%	3.28x	na	6.8%	17.1%
28-Jul-16	4-Nov-16	NetSuite Inc.	Oracle Corporation	8,708.6	897.5	-5.4%	9.70x	na	19.0%	57.9%
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%
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%
31-May-16	28-Jul-16	SciQuest, Inc.	Accel-KKR LLC	375.6	106.3	8.9%	3.53x	39.89x	33.8%	28.4%
23-May-16	19-Aug-16	Xura, Inc. (nka:Mavenir Systems)	Siris Capital Group, LLC	671.9	292.7	0.1%	2.30x	na	19.2%	14.3%
18-May-16	14-Nov-16	inContact, Inc.	NICE Systems Ltd. (nka:NICE Ltd.)	890.5	254.7	3.1%	3.50x	114.24x	55.4%	50.7%
18-Apr-16	29-Nov-16	Cvent, Inc.	Lanyon Solutions, Inc.	1,411.7	219.5	3.5%	6.43x	183.41x	69.0%	66.1%
31-Mar-16	1-Apr-16	Verian Technologies, Inc.	BasWare Oyj	36.0	10.6	na	3.41x	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
15-Feb-16	14-Apr-16	Diligent Corporation	Insight Venture Partners LLC	581.9	99.3	16.7%	5.86x	35.16x	30.7%	20.4%
11-Feb-16	9-Mar-16	Yodle, Inc.	Web.com Group, Inc.	417.6	172.4	-1.6%	2.01x	na	na	na
25-Jan-16	30-Apr-16	CD-adapco Group, Inc.	Siemens	970.0	200.0	na	4.85x	na	na	na
22-Dec-15	11-Jan-16	Kepware, Inc.	PTC Inc.	118.0	20.0	na	5.90x	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%
15-Oct-15	18-Nov-15	Benaissance LLC	Evolution1, Inc. (nka:WEX Health, Inc.)	80.7	13.3	na	6.07x	na	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%
11-Aug-15	18-Sep-15	GT Nexus, Inc.	Infor (US), Inc.	660.2	133.2	na	4.96x	na	na	na
21-Jul-15	21-Aug-15	Global HR Research, LLC	Patriot National, Inc.	42.5	10.8	-3.9%	3.95x	na	na	na
16-Jul-15	2-Nov-15	eBay Enterprise, Inc.	Permira, Sterling, and others	925.0	1,240.0	na	0.75x	na	na	na
11-Jun-15	30-Jun-15	Achievers Corp.	Blackhawk Network Holdings, Inc.	110.0	44.5	na	2.47x	na	na	na
24-Mar-15	21-May-15	Kofax Limited	Lexmark International	954.9	298.3	7.4%	3.20x	43.02x	48.0%	68.5%
<i>Mean</i>				\$ 1,203.1	\$ 300.6	2.8%	4.32x	72.64x	34.6%	38.9%
<i>Median</i>				\$ 660.2	\$ 212.0	0.1%	3.50x	39.89x	30.6%	41.0%

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	
Annnc.	Closed				Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
<b>Vertical Software</b>										
27-Jul-16	30-Sep-16	Epiq Systems, Inc.	DTI	\$ 1,009.0	\$ 529.8	16.5%	1.90x	11.57x	14.4%	17.3%
2-May-16	14-Jun-16	OPOWER, Inc.	Oracle Corporation	491.2	152.0	-27.6%	3.23x	na	30.4%	53.3%
28-Apr-16	9-Jun-16	Textura Corporation	Oracle Corporation	616.0	92.2	-6.9%	6.68x	na	30.7%	37.8%
22-Dec-15	26-Jan-16	ShopperTrak RCT Corporation	Tyco International plc	175.0	75.0	na	2.33x	na	na	na
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
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
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%
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.	Investnet, Inc.	469.5	104.0	-4.2%	4.51x	na	57.7%	35.2%
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%
30-Mar-15	30-Apr-15	Fundtech Ltd.	DH Corporation	1,250.0	262.7	22.6%	4.76x	21.04x	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%
			<i>Mean</i>	\$ 1,536.6	\$ 334.6	12.3%	4.22x	19.80x	30.1%	37.8%
			<i>Median</i>	\$ 633.5	\$ 136.9	19.5%	4.50x	21.04x	30.4%	37.8%
<b>Healthcare Software</b>										
9-Aug-16	21-Oct-16	Press Ganey Holdings, Inc.	EQT Partners AB	\$ 2,382.2	\$ 344.3	30.5%	6.92x	22.70x	0.4%	1.1%
13-Jul-16	16-Sep-16	Imprivata, Inc.	Thoma Bravo	496.9	131.1	-14.1%	3.79x	na	32.8%	37.5%
30-Jun-16	1-Jul-16	Healthiest You Corporation	Teladoc, Inc.	156.4	10.0	na	15.64x	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 and System	260.6	113.7	na	2.29x	na	na	na
30-Oct-15	4-Jan-16	HealthFusion Holdings, Inc.	Quality Systems, Inc.	198.1	25.0	17.7%	7.93x	44.83x	na	na
1-Oct-15	1-Oct-15	20/20 Healthcare LLC	Konica Minolta Medical Imaging	75.0	61.3	na	1.22x	na	na	na
11-Aug-15	6-Aug-15	Tea Leaves Health, LLC	Everyday Health, Inc.	50.1	4.9	na	10.18x	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%
2-Jul-15	2-Jul-15	Referral Solutions Group, LLC	Sober Media Group, LLC	54.1	12.4	na	4.37x	na	na	na
			<i>Mean</i>	\$ 820.8	\$ 150.4	17.6%	6.32x	29.24x	21.7%	31.9%
			<i>Median</i>	\$ 260.6	\$ 113.2	17.5%	5.86x	24.76x	31.8%	37.5%

Sources of information: S&P Capital IQ.

# SOFTWARE (CONTINUED)

## Selected Transactions Review

(\$ in millions)

Date		Transaction		Enterprise	Metrics		Valuation Benchmarks			
Ann.	Closed	Target	Acquirer	Value	Target TTM		Implied EV /		Stock Price Premiums	
					Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
<b>Infrastructure Software</b>										
30-Jan-17	na	Ixia	Keysight Technologies, Inc.	\$ 1,637.0	\$ 484.8	15.7%	3.38x	21.45x	8.0%	22.0%
24-Jan-17	22-Mar-17	AppDynamics, Inc.	Cisco Systems, Inc.	3,902.9	206.2	-51.1%	18.93x	na	na	na
17-Jan-17	28-Feb-17	SimpliVity Corporation	Hewlett Packard Enterprise Company	650.0	na	na	na	na	na	na
9-Jan-17	na	Trello, Inc.	Atlassian, Inc.	425.0	na	na	na	na	na	na
6-Dec-16	19-Jan-17	IntraLinks Holdings, Inc.	Synchronoss Technologies, Inc.	843.8	290.4	6.9%	2.91x	42.18x	15.4%	33.5%
12-Sep-16	23-Jan-17	EMC Enterprise Content Division	Open Text Corporation	1,620.0	599.0	na	na	na	na	na
8-Sep-16	10-Nov-16	Apigee Corporation	Google Inc.	561.8	92.0	-42.9%	6.10x	na	6.5%	20.3%
7-Sep-16	na	HPE, Software	Micro Focus International plc	9,289.4	3,172.0	20.7%	2.93x	14.12x	na	na
26-Jul-16	31-Jan-17	Citrix GoTo Family Of Products	LogMeln, Inc.	2,896.8	600.0	na	4.83x	na	na	na
20-Jun-16	31-Oct-16	Dell SW, Quest and SonicWALL	Francisco Partners; Elliott Mgt	2,400.0	na	na	na	na	na	na
20-Jun-16	31-Jul-16	HP Inc., Software	Open Text Corporation	315.0	na	na	na	na	na	na
15-Jun-16	24-Jun-16	Joyent, Inc.	Samsung Electronics Co. Ltd.	170.0	na	na	na	na	na	na
18-Apr-16	30-Apr-16	HP Inc., Software	Open Text Corporation	170.0	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
15-Jan-16	5-Jan-16	Jungle Disk, LLC	Porthcawl Holdings, LLC	27.0	12.0	na	2.25x	na	na	na
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%
9-Oct-15	15-Oct-15	Marvasol, Inc.	LogMeln, Inc.	115.7	11.2	-23.7%	10.30x	na	na	na
5-Oct-15	6-Nov-15	Cleversafe, Inc.	International Business Machines	1,309.0	na	na	na	na	na	na
10-Sep-15	8-Dec-15	Premiere Global Services, Inc.	Siris Capital Group	975.7	566.8	13.0%	1.72x	13.23x	25.9%	27.5%
11-Aug-15	29-Jan-16	Veritas Technologies LLC	The Carlyle Group; GIC Pte. Ltd.	7,000.0	2,600.0	na	2.69x	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
4-May-15	3-Aug-15	Cyan, Inc.	Ciena Corporation	266.7	117.5	-35.8%	2.27x	na	1087.8%	920.1%
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>				\$ 1,953.8	\$ 693.1	-7.1%	5.50x	24.22x	151.6%	138.6%
<i>Median</i>				\$ 1,097.3	\$ 484.8	6.9%	3.93x	23.08x	17.5%	27.5%

Sources of information: S&P Capital IQ.

### Selected Transactions Review

(\$ in millions)

Date		Transaction		Enterprise	Metrics		Valuation Benchmarks				
Annnc.	Closed	Target	Acquirer	Value	Target TTM		Implied EV /		Stock Price Premiums		
					Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month	
<b>Security</b>											
6-Mar-17	3-Apr-17	Veracode, Inc.	CA, Inc.	614.0	na	na	na	na	na	na	
8-Feb-17	22-Mar-17	Invincea, Inc.	Sophos Group plc	120.0	na	na	12.24x	na	na	na	
20-Nov-16	9-Feb-17	LifeLock, Inc.	Symantec Corporation	2,362.1	650.2	7.3%	3.63x	50.01x	15.7%	38.7%	
19-Sep-16	4-Nov-16	Infoblox Inc.	Vista Equity Partners	1,254.3	358.3	0.5%	3.50x	na	16.1%	31.6%	
13-Jul-16	16-Sep-16	Imprivata, Inc.	Thoma Bravo, LLC	496.9	131.1	-14.1%	3.79x	na	32.8%	37.5%	
12-Jun-16	1-Aug-16	Blue Coat, Inc.	Symantec Corporation	4,737.7	598.3	1.5%	7.92x	na	na	na	
1-Jun-16	30-Jun-16	Ping Identity Corporation	Vista Equity Partners	600.0	na	na	na	na	na	na	
18-Apr-16	15-Aug-16	CSIdentity Corporation	Experian Information Solutions, Inc.	360.0	103.0	20.4%	3.50x	17.14x	na	na	
20-Jan-16	14-Jan-16	iSight Security, Inc.	FireEye, Inc.	271.1	40.0	na	6.78x	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	
9-Nov-15	closed	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	7.87x	na	na	na	
8-Sep-15	8-Sep-15	Adallom, Inc.	Microsoft Corporation	320.0	na	na	na	na	na	na	
7-Apr-15	1-Sep-15	TrustWave Holdings, Inc.	Singapore Telecommunications	785.7	216.0	na	3.64x	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	
9-Jul-15	9-Jul-15	Caspida, Inc.	Splunk Inc.	190.0	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	
9-Dec-14	2-Jan-15	Tripwire, Inc.	Belden Inc.	710.0	118.5	na	na	na	na	na	
8-Aug-14	7-Jan-15	SafeNet, Inc.	Gemalto N.V.	957.0	na	na	na	na	na	na	
2-Jan-14	30-Dec-13	Mandiant Corporation	FireEye, Inc.	na	102.0	-5.1%	na	na	na	na	
2-Dec-13	18-Feb-14	Prolexic Technologies, Inc.	Akamai Technologies, Inc.	402.6	na	na	na	na	na	na	
28-Oct-13	10-Jan-14	Virtela Technology Services	NTT Communications Corporation	525.0	na	na	na	na	na	na	
				Mean	\$ 809.9	\$ 213.2	1.7%	5.14x	33.57x	21.5%	36.0%
				Median	\$ 452.5	\$ 124.8	1.0%	3.64x	33.57x	16.1%	37.5%

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	
Annnc.	Closed				Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
<b>Enterprise Systems - Hardware</b>										
7-Mar-17	na	Nimble Storage, Inc.	Hewlett Packard Enterprise Company	\$ 1,163.8	\$ 402.6	-33.3%	2.89x	na	45.3%	45.9%
11-Nov-16	na	Digi International Inc.	Belden Inc.	226.1	197.9	10.3%	1.14x	11.10x	25.1%	25.4%
2-Nov-16	na	Brocade Communications	Broadcom Corporation	5,829.5	2,352.8	17.7%	2.48x	14.03x	13.4%	36.9%
13-Oct-16	13-Oct-16	VXi Corporation	GN Netcom A/S	35.0	32.0	12.5%	1.09x	8.75x	na	na
19-Sep-16	4-Nov-16	Infoblox Inc.	Vista Equity Partners	1,254.3	358.3	0.5%	3.50x	na	16.1%	31.6%
11-Aug-16	1-Nov-16	Silicon Graphics International Corp.	Hewlett Packard Enterprise Company	285.1	532.9	1.0%	0.53x	51.60x	40.9%	47.3%
30-May-16	8-Jun-16	Polatis Incorporated	Huber+Suhner AG	26.4	13.0	na	2.03x	na	na	na
13-May-16	27-Sep-16	Polycom, Inc.	Siris Capital Group, LLC	1,226.1	1,197.8	11.2%	1.02x	9.15x	10.6%	5.5%
19-Apr-16	29-Nov-16	Lexmark International, Inc.	Legend Capital; PAG Asia; Apex Tech.	3,645.5	3,481.5	9.1%	1.05x	11.46x	18.0%	29.6%
7-Apr-16	3-Jun-16	Alliance Fiber Optic Products Inc.	Corning Incorporated	265.9	72.0	22.3%	3.69x	16.58x	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%
4-Feb-16	29-Jan-16	Pakedge Device & Software, Inc.	Control4 Corporation	31.8	18.6	3.9%	1.71x	43.95x	na	na
21-Dec-15	2-Feb-16	SolidFire	NetApp, Inc.	870.0	na	na	na	na	na	na
2-Nov-15	5-Oct-16	Hutchinson Technology Inc.	Headway Technologies, Inc.	223.5	234.6	8.1%	0.95x	11.75x	128.6%	135.3%
21-Oct-15	12-May-16	SanDisk LLC	Western Digital Technologies, Inc.	13,415.5	5,598.4	24.4%	2.40x	9.83x	13.5%	61.4%
12-Oct-15	7-Sep-16	EMC Corporation (nka:Dell EMC)	Dell, Inc.	63,296.5	24,586.0	20.4%	2.57x	12.61x	19.0%	34.8%
2-Sep-15	1-Oct-15	iBiquity Digital Corporation	DTS, Inc.	612.4	48.3	17.3%	12.68x	73.08x	na	na
18-Aug-15	6-Oct-15	Dot Hill Systems Corp.	Seagate Technology plc	558.6	243.9	7.7%	2.29x	29.69x	79.2%	51.9%
27-May-15	7-Jul-15	Meru Networks, Inc.	Fortinet, Inc.	30.1	87.7	-16.9%	0.34x	na	18.1%	31.5%
22-Apr-15	4-Jun-15	Procera Networks, Inc.	Francisco Partners Management LLC	136.4	81.4	-6.4%	1.68x	na	23.9%	21.3%
16-Apr-15	17-Apr-15	Motion Computing, Inc.	Xplore Technologies	130.1	78.8	-5.7%	1.65x	na	na	na
24-Mar-15	18-Nov-15	PSI Systems, Inc.	Stamps.com Inc.	215.0	58.5	na	3.67x	na	na	na
2-Mar-15	18-May-15	HPE Aruba	Hewlett-Packard	2,359.7	812.4	9.9%	2.90x	29.21x	-0.6%	48.8%
25-Feb-15	5-May-15	Emulex Corporation	Avago Technologies	566.9	411.0	8.1%	1.38x	16.96x	26.4%	16.1%
13-Feb-15	23-Mar-15	Drew Technologies, Inc.	Opus Inspection, Inc.	34.0	13.0	41.5%	2.62x	6.30x	na	na
27-Jan-15	28-Aug-15	TE Connectivity, Broadband Bus.	CommScope Holding Company, Inc.	3,059.0	1,938.7	15.4%	1.58x	10.23x	na	na
<i>Mean</i>				\$ 3,862.7	\$ 1,729.8	8.0%	2.41x	23.30x	32.1%	42.1%
<i>Median</i>				\$ 562.8	\$ 243.9	9.1%	2.03x	13.32x	23.9%	36.9%

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	
Annnc.	Closed				Revenue	EBITDA %	Revenue	EBITDA	1-Day	1-Month
<b>Internet Content and Search</b>										
21-Oct-16	2-Dec-16	Everyday Health, Inc.	Ziff Davis, LLC	\$ 465.3	\$ 253.9	12.2%	1.83x	15.02x	11.7%	30.9%
9-Aug-16	28-Oct-16	Monster Worldwide, Inc.	Randstad North America, LP	382.8	635.0	11.9%	0.62x	6.78x	22.7%	30.3%
25-Jul-16	na	Yahoo! Inc., Operating Business	Verizon Communications Inc.	4,475.8	na	na	na	na	na	na
27-Jun-16	3-Oct-16	Skout, Inc.	MeetMe, Inc.	54.6	23.8	na	2.29x	na	na	na
27-Jun-16	8-Aug-16	ReachLocal, Inc.	Gannett Co., Inc.	155.1	361.7	-2.5%	0.45x	na	187.5%	184.0%
13-Jun-16	8-Dec-16	LinkedIn Corporation	Microsoft Corporation	26,254.5	3,615.0	13.2%	7.26x	55.00x	49.5%	54.3%
5-May-16	17-Jun-16	NextAdvisor, Inc.	Bankrate, Inc.	106.7	70.3	na	1.52x	7.25x	na	na
12-Apr-16	12-Apr-16	Cracked Entertainment, Inc.	Scripps Media, Inc.	39.0	10.9	na	3.58x	na	na	na
2-Nov-15	31-Dec-15	Vetstreet Inc.	Butler Schein Animal Health	48.0	43.0	na	1.12x	na	na	na
28-Oct-15	29-Jan-16	The Weather Company	International Business Machines	2,284.0	na	na	na	na	na	na
1-Oct-15	1-Oct-15	AutoWeb, Inc.	Autobytel Inc.	27.7	40.5	-93.0%	5.76x	na	na	na
12-Aug-15	11-Aug-15	Classmates, Inc.	Intelius Holdings, Inc.	30.0	52.4	na	0.57x	na	na	na
			<i>Mean</i>	\$ 2,860.3	\$ 510.7	-11.6%	2.50x	21.01x	67.9%	74.9%
			<i>Median</i>	\$ 130.9	\$ 61.4	11.9%	1.67x	11.14x	36.1%	42.6%
<b>Internet Retail</b>										
17-Nov-16	30-Nov-16	Smoke Free Technologies, Inc.	National Tobacco Company, L.P.	\$ 27.0	\$ 53.2	13.0%	0.51x	3.91x	na	na
7-Nov-16	17-Feb-17	Blue Nile, Inc.	Bain Capital Private Equity	456.0	471.9	3.5%	0.97x	27.81x	33.9%	15.1%
8-Aug-16	19-Sep-16	Jet.com, Inc.	Wal-Mart Stores, Inc.	3,300.0	na	na	na	na	na	na
17-Feb-16	4-Mar-16	Ebuys, Inc.	DSW Shoe Warehouse, Inc.	117.5	na	na	na	na	na	na
7-Jan-16	1-Feb-16	Gilt Groupe, Inc.	Hudson's Bay Company	250.0	na	na	na	na	na	na
4-Nov-15	14-Dec-15	HomeAway, Inc.	Expedia, Inc.	3,347.8	485.3	12.6%	6.90x	54.54x	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.	QVC, Inc.	2,162.6	1,281.4	2.2%	1.69x	76.70x	49.2%	34.6%
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
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%
			<i>Mean</i>	\$ 1,099.1	\$ 556.0	3.4%	2.23x	30.59x	27.8%	49.8%
			<i>Median</i>	\$ 410.0	\$ 478.6	5.2%	1.33x	21.31x	25.6%	34.6%

Sources of information: S&P Capital IQ.

# PROFESSIONAL SERVICES AND DISTRIBUTION

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
<b>Consulting</b>										
19-Dec-16	na	Grid Dynamics International, Inc.	Automated Systems Holdings	\$ 118.0	\$ 39.7	na	na	na	na	na
12-Dec-16	28-Feb-17	Lionbridge Technologies, Inc.	H.I.G. Capital, LLC	435.3	556.6	7.0%	0.78x	11.15x	3.2%	18.1%
20-Oct-16	23-Nov-16	Appirio Inc.	Wipro Limited	500.0	196.0	na	2.55x	na	na	na
28-Mar-16	2-Nov-16	Dell Consulting (formerly Perot)	NTT DATA Italia S.p.A.	3,055.0	2,826.0	na	1.08x	na	na	na
18-Jan-16	25-Feb-16	Magnet 360, LLC	MindTree Limited	50.0	25.0	na	2.00x	na	na	na
29-Oct-15	29-Oct-15	PowerTeam, Inc.	HCL Technologies Limited	46.0	37.0	na	1.24x	na	na	na
1-Oct-15	1-Oct-15	Bluemetal Architects, Inc.	Insight Enterprises, Inc.	44.2	25.0	na	1.77x	na	na	na
29-Jul-15	9-Sep-15	Advanced Technology Integration	Logicalis, Inc.	42.9	133.0	na	0.32x	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
			<i>Mean</i>	\$ 904.6	\$ 532.0	12.6%	1.64x	14.24x	4.0%	15.8%
			<i>Median</i>	\$ 209.4	\$ 163.1	11.4%	1.56x	13.67x	4.0%	15.8%
<b>Infrastructure Outsourcing</b>										
7-Nov-16	27-Feb-17	EarthLink Holdings Corp.	Windstream Holdings, Inc.	\$ 1,066.1	\$ 959.9	20.6%	1.11x	5.38x	-4.8%	-5.7%
7-Nov-16	6-Jan-17	Datalink Corporation	Insight Enterprises, Inc.	234.6	756.5	2.5%	0.31x	12.32x	19.3%	5.9%
26-Aug-16	3-Nov-16	Rackspace Hosting, Inc.	Inception Parent, Inc.	4,404.7	2,073.4	28.4%	2.12x	7.49x	6.0%	37.8%
4-May-16	1-Jul-16	United Online, Inc.	B. Riley Financial, Inc.	70.5	145.3	10.4%	0.49x	4.68x	1.9%	-2.7%
19-Feb-15	1-Apr-15	MegaPath Managed Services	Global Telecom & Tech Americas	152.4	124.0	16.1%	1.23x	7.62x	na	na
			<i>Mean</i>	\$ 1,185.7	\$ 811.8	15.6%	1.05x	7.50x	5.6%	8.8%
			<i>Median</i>	\$ 234.6	\$ 756.5	16.1%	1.11x	7.49x	3.9%	1.6%
<b>Distribution</b>										
19-Sep-16	27-Feb-17	Avnet Technology Solutions	Tech Data Corporation	\$ 2,645.0	\$ 9,652.5	na	0.27x	na	na	na
17-Feb-16	5-Dec-16	Ingram Micro Inc.	Tianjin Tianhai Investment Co., Ltd.	6,600.4	40,998.3	1.9%	0.16x	8.49x	32.2%	43.3%
18-Aug-15	4-Sep-15	KBZ Communications, Inc.	ScanSource, Inc.	61.5	225.0	na	0.27x	na	na	na
27-May-15	1-Jun-15	Signature Technology Group, Inc.	Tech Data Corporation	27.8	17.5	na	1.59x	na	na	na
			<i>Mean</i>	\$ 2,333.7	\$ 12,723.3	1.9%	0.57x	8.49x	32.2%	43.3%
			<i>Median</i>	\$ 1,353.2	\$ 4,938.8	1.9%	0.27x	8.49x	32.2%	43.3%

Sources of information: S&P Capital IQ.

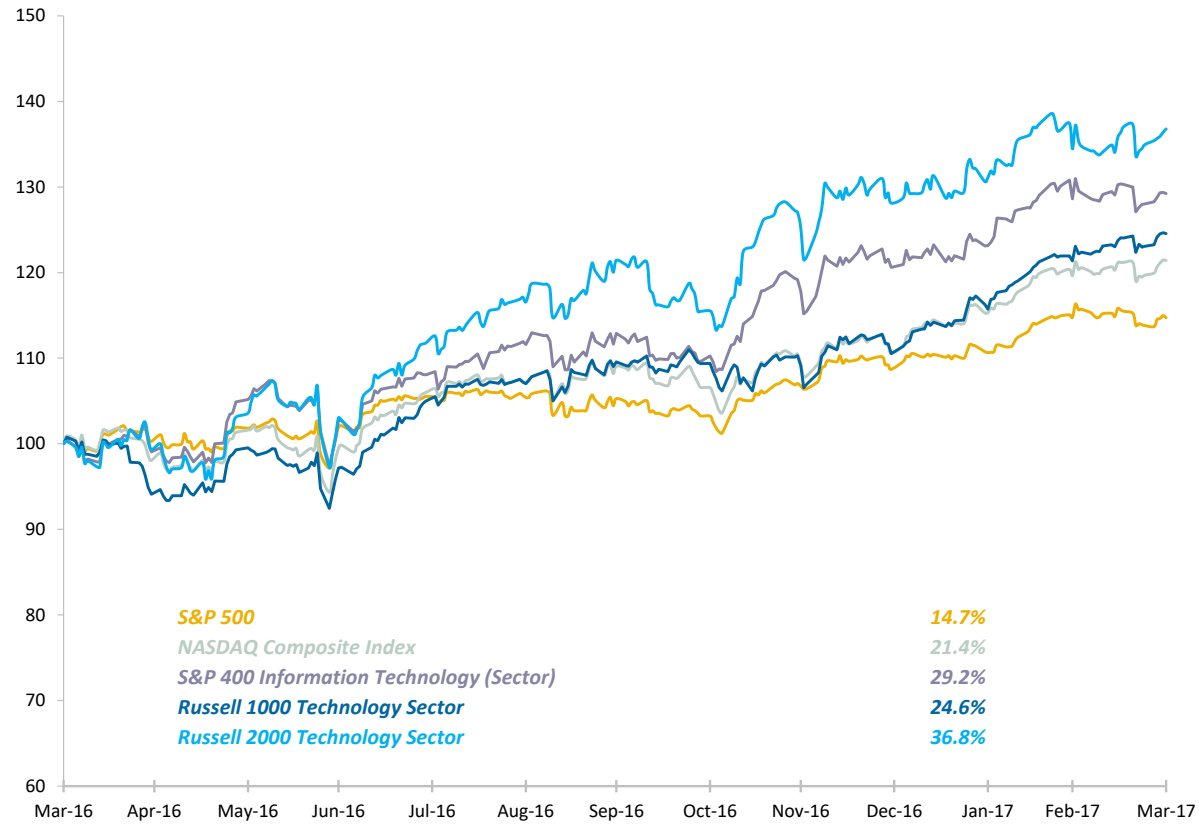
I CYBER SECURITY PERSPECTIVES

II M&A TRANSACTIONS

III **PUBLIC MARKETS REVIEW**

March 31, 2016 to March 31, 2017

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	
		31-Mar-17	High-Low	Value	LTM	NCY	Margin	LTM	NCY	LTM	NCY
<b>Large Diversified</b>											
Adobe Systems Incorporated	ADBE	\$ 130.13	99.6% - 144.0%	\$ 61,611.5	\$ 6,152.7	16.4%	32.3%	10.01x	8.60x	31.0x	21.6x
Hewlett Packard Enterprise Company	HPE	\$ 17.62	70.8% - 114.6%	45,292.6	48,806.0	-4.1%	16.0%	0.93x	0.97x	5.8x	5.9x
International Business Machines Corporation	IBM	\$ 174.14	95.3% - 122.2%	198,046.0	79,919.0	-1.6%	23.2%	2.48x	2.52x	10.7x	10.1x
Oracle Corporation	ORCL	\$ 44.61	94.9% - 118.6%	178,578.9	37,429.0	1.7%	38.8%	4.77x	4.69x	12.3x	10.5x
			<i>Mean</i>	\$ 120,882.3	\$ 43,076.7	3.1%	27.6%	4.55x	4.19x	15.0x	12.0x
			<i>Median</i>	\$ 120,095.2	\$ 43,117.5	0.1%	27.7%	3.62x	3.60x	11.5x	10.3x
<b>Application Software</b>											
Intuit Inc.	INTU	\$ 115.99	90.3% - 116.9%	\$ 30,181.5	\$ 4,852.0	8.5%	29.1%	6.22x	5.74x	21.4x	14.8x
Manhattan Associates, Inc.	MANH	\$ 52.05	75.9% - 112.9%	3,568.6	604.6	3.3%	33.6%	5.90x	5.71x	17.5x	16.2x
SPS Commerce, Inc.	SPSC	\$ 58.49	78.1% - 142.9%	865.9	193.3	14.3%	9.8%	4.48x	3.92x	45.9x	27.1x
Upland Software, Inc.	UPLD	\$ 15.89	97.8% - 233.9%	305.5	74.8	12.7%	9.2%	4.09x	3.63x	44.4x	12.7x
Workiva Inc.	WK	\$ 15.65	82.2% - 140.5%	604.2	178.6	14.5%	-22.3%	3.38x	2.95x	na	na
			<i>Mean</i>	\$ 7,105.2	\$ 1,180.7	10.7%	11.9%	4.81x	4.39x	32.3x	17.7x
			<i>Median</i>	\$ 865.9	\$ 193.3	12.7%	9.8%	4.48x	3.92x	32.9x	15.5x
<b>Human Capital Management</b>											
Benefitfocus, Inc.	BNFT	\$ 27.95	62.1% - 113.8%	\$ 900.4	\$ 233.3	14.0%	-9.2%	3.86x	3.39x	na	nm
Cornerstone OnDemand, Inc.	CSOD	\$ 38.89	81.4% - 128.3%	2,139.7	423.1	13.7%	-10.9%	5.06x	4.45x	na	41.3x
Paycom Software, Inc.	PAYC	\$ 57.51	99.6% - 177.4%	3,389.9	329.1	28.7%	20.7%	10.30x	8.00x	49.8x	29.6x
Paylocity Holding Corporation	PCTY	\$ 38.63	77.8% - 130.1%	1,904.8	264.1	25.7%	2.7%	7.21x	5.74x	nm	40.3x
The Ultimate Software Group, Inc.	ULTI	\$ 195.21	87.1% - 108.3%	5,709.7	781.3	24.0%	8.7%	7.31x	5.89x	nm	24.4x
Workday, Inc.	WDAY	\$ 83.28	89.2% - 126.6%	15,443.5	1,569.4	28.9%	-17.4%	9.84x	7.63x	na	nm
Xactly Corporation	XTLY	\$ 11.90	73.9% - 179.5%	346.9	95.5	17.6%	-13.0%	3.63x	3.09x	na	na
			<i>Mean</i>	\$ 4,262.1	\$ 528.0	21.8%	-2.6%	6.74x	5.46x	49.8x	33.9x
			<i>Median</i>	\$ 2,139.7	\$ 329.1	24.0%	-9.2%	7.21x	5.74x	49.8x	34.9x

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Sources of information: S&amp;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	
		31-Mar-17	High-Low	Value	LTM	NCY	Margin	LTM	NCY	LTM	NCY
<b>Sales, Marketing, and Customer Service</b>											
Bazaarvoice, Inc.	BV	\$ 4.30	70.1% - 141.9%	\$ 309.6	\$ 201.7	2.1%	-4.2%	1.53x	1.50x	na	18.5x
Callidus Software Inc.	CALD	\$ 21.35	99.1% - 140.9%	1,175.9	206.7	17.9%	-3.5%	5.69x	4.82x	na	39.1x
HubSpot, Inc.	HUBS	\$ 60.55	91.6% - 155.2%	2,076.2	271.0	30.0%	-14.2%	7.66x	5.89x	na	nm
LivePerson, Inc.	LPSN	\$ 6.85	77.4% - 126.3%	348.5	222.8	-8.1%	4.0%	1.56x	1.70x	39.0x	18.7x
Salesforce.com, inc.	CRM	\$ 82.49	97.6% - 124.2%	58,862.3	8,392.0	21.3%	6.0%	7.01x	5.78x	nm	27.1x
ServiceSource International, Inc.	SREV	\$ 3.88	62.1% - 110.2%	292.5	252.9	0.5%	-2.2%	1.16x	1.15x	na	22.1x
Zendesk, Inc.	ZEN	\$ 28.04	88.0% - 253.5%	2,534.2	312.0	34.6%	-27.0%	8.12x	6.03x	na	nm
		<i>Mean</i>	<i>83.7% - 150.3%</i>	<i>\$ 9,371.3</i>	<i>\$ 1,408.4</i>	<i>14.1%</i>	<i>-5.9%</i>	<i>4.68x</i>	<i>3.84x</i>	<i>39.0x</i>	<i>25.1x</i>
		<i>Median</i>	<i>88.0% - 140.9%</i>	<i>\$ 1,175.9</i>	<i>\$ 252.9</i>	<i>17.9%</i>	<i>-3.5%</i>	<i>5.69x</i>	<i>4.82x</i>	<i>39.0x</i>	<i>22.1x</i>
<b>Business Analytics</b>											
Alteryx, Inc.	AYX	\$ 15.63	99.3% - 107.0%	\$ 927.1	\$ 85.8	na	-24.9%	10.81x	na	na	na
Fair Isaac Corporation	FICO	\$ 128.95	96.9% - 125.5%	4,537.6	900.9	4.4%	23.0%	5.04x	4.83x	21.9x	18.2x
MicroStrategy Incorporated	MSTR	\$ 187.80	90.6% - 116.0%	1,558.2	512.2	2.5%	22.6%	3.04x	2.97x	13.4x	11.0x
Tableau Software, Inc.	DATA	\$ 49.55	79.2% - 119.7%	2,958.7	826.9	6.7%	-11.7%	3.58x	3.35x	na	nm
Teradata Corporation	TDC	\$ 31.12	93.4% - 128.5%	3,667.2	2,322.0	-8.5%	16.4%	1.58x	1.73x	9.7x	9.0x
		<i>Mean</i>	<i>91.9% - 119.3%</i>	<i>\$ 2,729.8</i>	<i>\$ 929.6</i>	<i>1.3%</i>	<i>5.1%</i>	<i>4.81x</i>	<i>3.22x</i>	<i>15.0x</i>	<i>12.7x</i>
		<i>Median</i>	<i>93.4% - 119.7%</i>	<i>\$ 2,958.7</i>	<i>\$ 826.9</i>	<i>3.4%</i>	<i>16.4%</i>	<i>3.58x</i>	<i>3.16x</i>	<i>13.4x</i>	<i>11.0x</i>
<b>Design and Engineering</b>											
Autodesk, Inc.	ADSK	\$ 86.47	97.0% - 173.6%	\$ 18,687.6	\$ 2,031.0	-0.6%	-13.8%	9.20x	9.26x	na	na
Ansys, Inc.	ANSS	\$ 106.87	98.1% - 131.3%	8,321.2	988.5	4.6%	45.1%	8.42x	8.05x	18.6x	16.2x
Cadence Design Systems, Inc.	CDNS	\$ 31.40	97.5% - 137.8%	9,000.2	1,816.1	6.3%	22.3%	4.96x	4.66x	22.2x	14.6x
PTC Inc.	PTC	\$ 52.55	92.6% - 166.4%	6,616.8	1,135.8	4.6%	8.1%	5.83x	5.57x	nm	24.3x
Synopsys, Inc.	SNPS	\$ 72.13	98.7% - 154.5%	10,208.6	2,506.7	4.0%	19.1%	4.07x	3.92x	21.4x	14.8x
		<i>Mean</i>	<i>96.8% - 152.7%</i>	<i>\$ 10,566.9</i>	<i>\$ 1,695.6</i>	<i>3.8%</i>	<i>16.2%</i>	<i>6.49x</i>	<i>6.29x</i>	<i>20.7x</i>	<i>17.5x</i>
		<i>Median</i>	<i>97.5% - 154.5%</i>	<i>\$ 9,000.2</i>	<i>\$ 1,816.1</i>	<i>4.6%</i>	<i>19.1%</i>	<i>5.83x</i>	<i>5.57x</i>	<i>21.4x</i>	<i>15.5x</i>

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		Closing Price	% of 52-week	Enterprise	Revenue	Rev. Growth	LTM EBITDA	EV / Revenue		EV / EBITDA	
		31-Mar-17	High-Low	Value	LTM	NCY	Margin	LTM	NCY	LTM	NCY
<b>Infrastructure</b>											
CA, Inc.	CA	\$ 31.72	90.7% - 108.9%	\$ 12,519.1	\$ 4,033.0	-0.8%	31.8%	3.10x	3.13x	9.8x	8.0x
Carbonite, Inc.	CARB	\$ 20.30	94.4% - 278.1%	514.4	207.0	15.6%	6.8%	2.49x	2.15x	36.4x	8.7x
Citrix Systems, Inc.	CTXS	\$ 83.39	87.0% - 118.7%	12,702.4	3,418.3	-17.2%	30.0%	3.72x	4.49x	12.4x	12.6x
Commvault Systems, Inc.	CVLT	\$ 50.80	88.3% - 124.4%	1,852.9	637.2	5.3%	2.7%	2.91x	2.76x	nm	20.8x
Progress Software Corporation	PRGS	\$ 29.05	89.5% - 121.1%	1,269.1	406.8	-3.5%	29.5%	3.12x	3.23x	10.6x	8.9x
Red Hat, Inc.	RHT	\$ 86.50	98.4% - 126.2%	14,706.8	2,411.8	10.0%	17.3%	6.10x	5.54x	35.2x	21.1x
Splunk Inc.	SPLK	\$ 62.29	93.7% - 138.2%	7,613.9	950.0	25.6%	-31.6%	8.02x	6.38x	na	nm
VMware, Inc.	VMW	\$ 92.14	99.0% - 185.2%	31,223.3	7,093.0	6.7%	26.1%	4.40x	4.13x	16.9x	11.2x
Twilio Inc.	TWLO	\$ 28.87	40.7% - 122.0%	2,221.4	277.3	33.3%	-12.3%	8.01x	6.01x	na	na
Varonis Systems, Inc.	VRNS	\$ 31.80	99.2% - 186.1%	748.4	164.5	20.8%	-8.2%	4.55x	3.77x	na	nm
		<i>Mean</i>	<i>88.1% - 150.9%</i>	<i>\$ 8,537.2</i>	<i>\$ 1,959.9</i>	<i>9.6%</i>	<i>9.2%</i>	<i>4.64x</i>	<i>4.16x</i>	<i>20.2x</i>	<i>13.0x</i>
		<i>Median</i>	<i>92.2% - 125.3%</i>	<i>\$ 4,917.7</i>	<i>\$ 793.6</i>	<i>8.4%</i>	<i>12.1%</i>	<i>4.06x</i>	<i>3.95x</i>	<i>14.6x</i>	<i>11.2x</i>
<b>Collaboration</b>											
Box, Inc.	BOX	\$ 16.31	88.8% - 165.4%	\$ 2,010.8	\$ 398.6	26.1%	-28.9%	5.04x	4.00x	na	na
LogMeIn, Inc.	LOGM	\$ 97.50	88.6% - 205.9%	4,959.3	336.1	198.3%	12.2%	14.76x	4.95x	nm	14.6x
RingCentral, Inc.	RNG	\$ 28.30	99.5% - 186.4%	1,963.8	379.7	27.4%	-3.0%	5.17x	4.06x	na	nm
Workiva Inc.	WK	\$ 15.65	82.2% - 140.5%	604.2	178.6	14.5%	-22.3%	3.38x	2.95x	na	na
		<i>Mean</i>	<i>89.8% - 174.6%</i>	<i>\$ 2,384.5</i>	<i>\$ 323.3</i>	<i>66.6%</i>	<i>-10.5%</i>	<i>7.09x</i>	<i>3.99x</i>	<i>na</i>	<i>14.6x</i>
		<i>Median</i>	<i>88.7% - 175.9%</i>	<i>\$ 1,987.3</i>	<i>\$ 357.9</i>	<i>26.8%</i>	<i>-12.6%</i>	<i>5.11x</i>	<i>4.03x</i>	<i>na</i>	<i>14.6x</i>

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Company	Ticker	Market Statistics			Metrics			Valuation Benchmarks			
		Closing Price	% of 52-week	Enterprise	Revenue	Rev. Growth	LTM EBITDA	EV / Revenue		EV / EBITDA	
		31-Mar-17	High-Low	Value	LTM	NCY	Margin	LTM	NCY	LTM	NCY
<b>Healthcare</b>											
athenahealth, Inc.	ATHN	\$ 112.69	78.3% - 125.1%	\$ 4,597.0	\$ 1,082.9	18.9%	9.9%	4.25x	3.57x	42.9x	14.9x
Cerner Corporation	CERN	\$ 58.85	87.2% - 125.2%	19,611.3	4,707.9	10.2%	27.9%	4.17x	3.78x	14.9x	11.5x
Computer Programs and Systems, Inc.	CPSI	\$ 28.00	51.8% - 153.4%	529.5	267.3	2.0%	12.3%	1.98x	1.94x	16.1x	10.7x
HealthStream, Inc.	HSTM	\$ 24.23	84.0% - 121.5%	666.8	226.0	11.6%	9.3%	2.95x	2.64x	31.7x	18.6x
Inovalon Holdings, Inc.	INOV	\$ 12.60	62.8% - 146.5%	1,558.5	427.6	4.0%	17.3%	3.64x	3.50x	21.0x	14.8x
Medidata Solutions, Inc.	MDSO	\$ 57.69	98.2% - 154.4%	3,219.2	463.4	19.0%	14.1%	6.95x	5.84x	49.1x	24.0x
NantHealth, Inc.	NH	\$ 4.96	25.3% - 128.5%	632.1	100.4	47.1%	-147.4%	6.30x	4.28x	na	na
Quality Systems, Inc.	QSII	\$ 15.24	95.8% - 143.7%	952.5	505.2	2.1%	12.1%	1.89x	1.85x	15.6x	10.4x
Veeva Systems Inc.	VEEV	\$ 51.28	99.2% - 208.5%	6,593.7	544.0	21.0%	22.4%	12.12x	10.02x	nm	32.8x
		<i>Mean</i>	75.9% - 145.2%	\$ 4,262.3	\$ 925.0	15.1%	-2.4%	4.92x	4.16x	27.3x	17.2x
		<i>Median</i>	84.0% - 143.7%	\$ 1,558.5	\$ 463.4	11.6%	12.3%	4.17x	3.57x	21.0x	14.8x
<b>Other Vertical</b>											
AppFolio, Inc.	APPF	\$ 27.20	97.5% - 225.4%	\$ 891.5	\$ 105.6	30.1%	-4.4%	8.44x	6.49x	na	nm
Blackbaud, Inc.	BLKB	\$ 76.67	98.5% - 137.2%	3,885.7	730.8	7.8%	17.1%	5.32x	4.93x	31.2x	20.6x
CDK Global, Inc.	CDK	\$ 65.01	96.3% - 144.1%	10,718.4	2,178.4	4.2%	24.4%	4.92x	4.72x	20.2x	14.0x
Ebix, Inc.	EBIX	\$ 61.25	94.1% - 169.2%	2,096.1	298.3	9.9%	36.8%	7.03x	6.40x	19.1x	17.3x
Guidewire Software, Inc.	GWRE	\$ 56.33	88.0% - 114.5%	3,582.7	449.8	17.8%	4.3%	7.97x	6.76x	nm	41.8x
Instructure, Inc.	INST	\$ 23.40	86.9% - 145.7%	602.2	110.9	35.6%	-45.4%	5.43x	4.00x	na	na
Q2 Holdings, Inc.	QTWO	\$ 34.85	92.7% - 160.2%	1,313.1	150.2	28.7%	-13.6%	8.74x	6.79x	na	nm
SS&C Technologies Holdings, Inc.	SSNC	\$ 35.40	94.5% - 135.4%	9,574.7	1,481.4	12.9%	34.7%	6.46x	5.72x	18.6x	13.7x
Silver Spring Networks, Inc.	SSNI	\$ 11.29	73.3% - 110.9%	480.6	311.0	3.4%	-2.3%	1.55x	1.50x	na	29.8x
Square, Inc.	SQ	\$ 17.28	95.1% - 205.2%	5,833.2	1,708.7	-47.2%	-2.4%	3.41x	6.47x	na	nm
Tyler Technologies, Inc.	TYL	\$ 154.56	87.9% - 122.0%	5,680.6	756.0	12.1%	21.1%	7.51x	6.70x	35.6x	22.5x
		<i>Mean</i>	91.4% - 151.8%	\$ 4,059.9	\$ 752.8	10.5%	6.4%	6.07x	5.50x	24.9x	22.8x
		<i>Median</i>	94.1% - 144.1%	\$ 3,582.7	\$ 449.8	12.1%	4.3%	6.46x	6.40x	20.2x	20.6x

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		Closing Price	% of 52-week	Enterprise	Revenue	Rev. Growth	LTM EBITDA	EV / Revenue		EV / EBITDA		
		31-Mar-17	High-Low	Value	LTM	NCY	Margin	LTM	NCY	LTM	NCY	
<b>Security</b>												
Check Point Software Technologies Ltd.	CHKP	\$ 102.66	98.4% - 138.1%	\$ 16,582.5	\$ 1,741.3	7.4%	49.7%	9.52x	8.87x	19.2x	16.4x	
Barracuda Networks, Inc.	CUDA	\$ 23.11	86.6% - 166.1%	1,029.5	347.1	6.4%	10.0%	2.97x	2.79x	29.5x	14.0x	
FireEye, Inc.	FEYE	\$ 12.61	67.3% - 121.8%	2,044.6	714.1	1.3%	-41.4%	2.86x	2.83x	na	nm	
Fortinet, Inc.	FTNT	\$ 38.35	99.5% - 136.6%	5,638.0	1,275.4	16.1%	7.5%	4.42x	3.81x	nm	18.9x	
Imperva, Inc.	IMPV	\$ 41.05	71.7% - 132.0%	1,112.2	264.5	19.8%	-20.2%	4.21x	3.51x	na	40.7x	
MobileIron, Inc.	MOBL	\$ 4.35	33.6% - 169.9%	297.9	163.9	11.2%	-37.8%	1.82x	1.63x	na	na	
Palo Alto Networks, Inc.	PANW	\$ 112.68	68.0% - 102.4%	9,528.5	1,567.3	21.4%	-10.2%	6.08x	5.01x	na	21.9x	
Proofpoint, Inc.	PFPT	\$ 74.36	84.5% - 159.7%	3,189.4	375.5	31.1%	-11.1%	8.49x	6.48x	na	nm	
Qualys, Inc.	QLYS	\$ 37.90	95.5% - 159.4%	1,134.2	197.9	14.4%	24.2%	5.73x	5.01x	23.7x	15.7x	
Rapid7, Inc.	RPD	\$ 14.98	77.7% - 140.9%	565.5	157.4	24.1%	-26.9%	3.59x	2.90x	na	na	
SecureWorks Corp.	SCWX	\$ 9.50	58.5% - 102.0%	648.8	429.5	7.5%	-6.2%	1.51x	1.40x	na	na	
Symantec Corporation	SYMC	\$ 30.68	98.6% - 188.8%	20,548.8	3,777.0	34.5%	23.2%	5.44x	4.05x	23.5x	8.6x	
VASCO Data Security International, Inc.	VDSI	\$ 13.50	69.9% - 108.9%	393.4	192.3	-3.3%	8.4%	2.05x	2.12x	24.3x	25.0x	
			<i>Mean</i>	77.7% - 140.5%	\$ 4,824.1	\$ 861.8	14.8%	-2.4%	4.51x	3.88x	24.0x	20.1x
			<i>Median</i>	77.7% - 138.1%	\$ 1,134.2	\$ 375.5	14.4%	-6.2%	4.21x	3.51x	23.7x	17.7x

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		31-Mar-17	High-Low	Value	LTM	NCY	Margin	LTM	NCY	LTM	NCY
<b>Large Diversified</b>											
Apple Inc.	AAPL	\$ 143.66	99.4% - 160.6%	\$ 780,959.9	\$ 218,118.0	6.7%	32.0%	3.58x	3.36x	11.2x	10.7x
Hewlett Packard Enterprise Company	HPE	\$ 17.62	70.8% - 114.6%	45,292.6	48,806.0	-4.1%	16.0%	0.93x	0.97x	5.8x	5.9x
HP Inc.	HPQ	\$ 17.88	99.6% - 158.1%	30,742.6	48,676.0	-0.5%	8.7%	0.63x	0.63x	7.2x	7.4x
International Business Machines Corporation	IBM	\$ 174.14	95.3% - 122.2%	198,046.0	79,919.0	-1.6%	23.2%	2.48x	2.52x	10.7x	10.1x
Oracle Corporation	ORCL	\$ 44.61	94.9% - 118.6%	178,578.9	37,429.0	1.7%	38.8%	4.77x	4.69x	12.3x	10.5x
		<i>Mean</i>	92.0% - 134.8%	\$ 246,724.0	\$ 86,589.6	0.5%	23.7%	2.48x	2.43x	9.4x	8.9x
		<i>Median</i>	95.3% - 122.2%	\$ 178,578.9	\$ 48,806.0	-0.5%	23.2%	2.48x	2.52x	10.7x	10.1x
<b>Networking</b>											
A10 Networks, Inc.	ATEN	\$ 9.15	84.2% - 163.1%	\$ 511.0	\$ 230.0	13.2%	-4.0%	2.22x	1.96x	na	25.2x
Arista Networks, Inc.	ANET	\$ 132.27	98.2% - 218.6%	8,564.4	1,129.2	26.0%	23.3%	7.58x	6.02x	32.5x	20.2x
Brocade Communications Systems, Inc.	BRCD	\$ 12.48	99.5% - 164.2%	5,424.3	2,352.8	6.4%	17.7%	2.31x	2.17x	13.1x	7.6x
Cisco Systems, Inc.	CSCO	\$ 33.80	97.9% - 131.0%	132,347.5	48,570.0	0.4%	30.2%	2.72x	2.71x	9.0x	7.7x
Extreme Networks, Inc.	EXTR	\$ 7.51	92.6% - 248.7%	805.7	535.3	20.5%	4.5%	1.51x	1.25x	33.4x	11.0x
F5 Networks, Inc.	FFIV	\$ 142.57	95.4% - 152.3%	8,263.3	2,021.5	7.8%	30.2%	4.09x	3.79x	13.5x	9.7x
Gigamon Inc.	GIMO	\$ 35.55	58.0% - 126.2%	1,046.1	310.9	10.4%	12.0%	3.37x	3.05x	28.1x	15.3x
Juniper Networks, Inc.	JNPR	\$ 27.83	95.1% - 131.4%	10,101.2	4,990.1	4.3%	22.2%	2.02x	1.94x	9.1x	7.2x
NETGEAR, Inc.	NTGR	\$ 49.55	81.5% - 129.5%	1,265.8	1,328.3	3.6%	11.3%	0.95x	0.92x	8.4x	7.1x
NetScout Systems, Inc.	NTCT	\$ 37.95	98.7% - 180.8%	3,423.6	1,129.1	9.5%	10.0%	3.03x	2.77x	30.4x	10.3x
		<i>Mean</i>	90.1% - 164.6%	\$ 17,175.3	\$ 6,259.7	10.2%	15.7%	2.98x	2.66x	19.7x	12.1x
		<i>Median</i>	95.2% - 157.7%	\$ 4,424.0	\$ 1,228.7	8.6%	14.8%	2.52x	2.44x	13.5x	10.0x
<b>Storage</b>											
NetApp, Inc.	NTAP	\$ 41.85	97.0% - 186.0%	\$ 8,707.3	\$ 5,418.0	2.7%	14.2%	1.61x	1.56x	11.3x	7.0x
Pure Storage, Inc.	PSTG	\$ 9.83	64.0% - 107.8%	1,484.3	728.0	36.1%	-22.8%	2.04x	1.50x	na	na
Quantum Corporation	QTM	\$ 0.87	80.6% - 248.6%	350.5	504.5	3.2%	5.3%	0.69x	0.67x	13.2x	na
		<i>Mean</i>	80.5% - 180.8%	\$ 3,514.0	\$ 2,216.8	14.0%	-1.1%	1.45x	1.25x	12.3x	7.0x
		<i>Median</i>	80.6% - 186.0%	\$ 1,484.3	\$ 728.0	3.2%	5.3%	1.61x	1.50x	12.3x	7.0x

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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	
		31-Mar-17	High-Low	Value	LTM	NCY	Margin	LTM	NCY	LTM	NCY
<b>Internet Retail</b>											
Amazon.com, Inc.	AMZN	\$ 886.54	99.6% - 151.5%	\$ 417,462.8	\$ 135,987.0	21.5%	8.6%	3.07x	2.53x	35.8x	21.5x
eBay Inc.	EBAY	\$ 33.57	97.5% - 150.5%	38,303.0	8,979.0	4.8%	33.5%	4.27x	4.07x	12.7x	10.9x
Etsy, Inc.	ETSY	\$ 10.63	66.2% - 139.9%	964.5	365.0	21.7%	9.4%	2.64x	2.17x	28.1x	15.8x
Expedia, Inc.	EXPE	\$ 126.17	94.5% - 130.6%	21,786.7	8,773.6	14.1%	12.2%	2.48x	2.18x	20.3x	11.8x
Groupon, Inc.	GRPN	\$ 3.93	66.2% - 134.6%	1,545.3	3,143.4	-0.2%	0.3%	0.49x	0.49x	nm	6.9x
GrubHub Inc.	GRUB	\$ 32.89	73.8% - 153.6%	2,501.7	493.3	30.7%	23.5%	5.07x	3.88x	21.6x	13.9x
Match Group, Inc.	MTCH	\$ 16.33	82.7% - 194.2%	5,108.9	1,222.5	8.4%	28.9%	4.18x	3.85x	14.4x	11.0x
Netflix, Inc.	NFLX	\$ 147.81	99.7% - 174.9%	65,249.4	8,830.7	27.2%	5.0%	7.39x	5.81x	nm	nm
Overstock.com, Inc.	OSTK	\$ 17.20	83.9% - 131.8%	314.0	1,800.0	8.0%	0.1%	0.17x	0.16x	nm	12.2x
Shutterfly, Inc.	SFLY	\$ 48.29	88.4% - 115.2%	1,709.9	1,134.2	1.9%	12.4%	1.51x	1.48x	12.1x	7.8x
The Priceline Group Inc.	PCLN	\$ 1,779.97	99.0% - 155.0%	90,391.2	10,743.0	16.1%	38.6%	8.41x	7.25x	21.8x	19.1x
TripAdvisor, Inc.	TRIP	\$ 43.16	60.2% - 106.7%	5,746.9	1,480.0	11.4%	14.5%	3.88x	3.48x	26.7x	17.0x
Wayfair Inc.	W	\$ 40.49	82.1% - 146.7%	3,171.6	3,380.4	25.3%	-4.8%	0.94x	0.75x	na	na
		<i>Mean</i>	<i>84.1% - 145.0%</i>	<i>\$ 50,327.4</i>	<i>\$ 14,333.2</i>	<i>14.7%</i>	<i>14.0%</i>	<i>3.42x</i>	<i>2.93x</i>	<i>21.5x</i>	<i>13.4x</i>
		<i>Median</i>	<i>83.9% - 146.7%</i>	<i>\$ 5,108.9</i>	<i>\$ 3,143.4</i>	<i>14.1%</i>	<i>12.2%</i>	<i>3.07x</i>	<i>2.53x</i>	<i>21.6x</i>	<i>12.2x</i>

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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		
		31-Mar-17	High-Low	Value	LTM	NCY	Margin	LTM	NCY	LTM	NCY	
<b>Internet Content and Search</b>												
Alphabet Inc.	GOOGL	\$ 847.80	97.0% - 126.0%	\$ 497,459.6	\$ 90,272.0	17.5%	33.1%	5.51x	4.69x	16.7x	11.6x	
Angie's List, Inc.	ANGI	\$ 5.70	53.0% - 109.2%	357.4	323.3	-7.4%	1.5%	1.11x	1.19x	nm	12.3x	
Autobytel Inc.	ABTL	\$ 12.53	65.8% - 116.9%	122.4	156.7	1.4%	9.0%	0.78x	0.77x	8.7x	8.2x	
Bankrate, Inc.	RATE	\$ 9.65	81.1% - 139.7%	986.8	434.2	16.3%	21.6%	2.27x	1.95x	10.5x	7.9x	
Care.com, Inc.	CRCM	\$ 12.51	96.5% - 216.4%	336.3	161.8	6.2%	3.8%	2.08x	1.96x	nm	16.9x	
CoStar Group, Inc.	CSGP	\$ 207.22	92.2% - 118.8%	6,526.4	837.6	12.5%	25.7%	7.79x	6.93x	30.3x	24.7x	
Facebook, Inc.	FB	\$ 142.05	99.4% - 133.6%	381,072.8	27,638.0	37.0%	53.7%	13.79x	10.07x	25.7x	16.1x	
TripAdvisor, Inc.	TRIP	\$ 43.16	60.2% - 106.7%	5,746.9	1,480.0	11.4%	14.5%	3.88x	3.48x	26.7x	17.0x	
RetailMeNot, Inc.	SALE	\$ 8.10	62.6% - 121.1%	235.1	280.4	10.9%	11.1%	0.84x	0.76x	7.6x	4.1x	
Snap Inc.	SNAP	\$ 22.53	76.5% - 119.2%	25,100.3	404.5	155.2%	-121.5%	nm	nm	na	na	
TechTarget, Inc.	TTGT	\$ 9.03	95.8% - 134.2%	256.6	106.6	4.9%	11.0%	2.41x	2.29x	22.0x	11.4x	
TrueCar, Inc.	TRUE	\$ 15.47	96.9% - 301.9%	1,261.9	277.5	14.7%	-9.2%	4.55x	3.96x	na	nm	
Twitter, Inc.	TWTR	\$ 14.95	57.1% - 108.9%	8,702.9	2,529.6	-6.5%	2.4%	3.44x	3.68x	nm	14.6x	
WebMD Health Corp.	WBMD	\$ 52.68	78.0% - 109.5%	1,995.2	705.0	1.9%	26.7%	2.83x	2.78x	10.6x	8.4x	
Yahoo! Inc.	YHOO	\$ 46.41	98.3% - 132.4%	38,904.9	5,169.1	-32.1%	4.4%	7.53x	11.08x	nm	43.2x	
Yelp Inc.	YELP	\$ 32.75	75.4% - 170.5%	2,127.4	713.1	24.8%	3.0%	2.98x	2.39x	nm	13.2x	
Zillow Group, Inc.	ZG	\$ 33.81	84.5% - 162.0%	5,896.9	846.6	23.4%	-0.3%	6.97x	5.65x	na	28.2x	
			<i>Mean</i>	80.6% - 142.8%	\$ 57,475.9	\$ 7,784.5	17.2%	5.3%	4.30x	3.98x	17.6x	15.9x
			<i>Median</i>	81.1% - 126.0%	\$ 2,127.4	\$ 705.0	11.4%	9.0%	3.21x	3.13x	16.7x	13.2x

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# 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	
		31-Mar-17	High-Low	Value	LTM	NCY	Margin	LTM	NCY	LTM	NCY
<b>Large Diversified</b>											
International Business Machines Corporation	IBM	\$ 174.14	95.3% - 122.2%	\$ 198,046.0	\$ 79,919.0	-1.6%	23.2%	2.48x	2.52x	10.7x	10.1x
Hewlett Packard Enterprise Company	HPE	\$ 17.62	70.8% - 114.6%	45,292.6	48,806.0	-4.1%	16.0%	0.93x	0.97x	5.8x	5.9x
		<i>Mean</i>	83.1% - 118.4%	\$ 121,669.3	\$ 64,362.5	-2.8%	19.6%	1.70x	1.74x	8.2x	8.0x
		<i>Median</i>	83.1% - 118.4%	\$ 121,669.3	\$ 64,362.5	-2.8%	19.6%	1.70x	1.74x	8.2x	8.0x
<b>Consulting</b>											
CACI International Inc	CACI	\$ 117.30	86.7% - 134.3%	\$ 4,154.8	\$ 4,222.0	1.9%	8.8%	0.98x	0.97x	11.2x	10.8x
Cognizant Technology Solutions Corporation	CTSH	\$ 59.52	94.1% - 131.0%	31,935.3	13,487.0	9.1%	19.8%	2.37x	2.17x	12.0x	10.7x
Computer Sciences Corporation	CSC	\$ 69.01	92.1% - 212.3%	11,846.5	7,525.0	2.7%	12.4%	1.57x	1.53x	12.7x	8.3x
EPAM Systems, Inc.	EPAM	\$ 75.52	96.3% - 138.5%	3,528.1	1,160.1	20.4%	14.7%	3.04x	2.52x	20.8x	14.0x
ManTech International Corporation	MANT	\$ 34.63	76.1% - 112.4%	1,277.0	1,601.6	3.2%	7.7%	0.80x	0.77x	10.4x	10.2x
Perficient, Inc.	PRFT	\$ 17.36	76.6% - 122.7%	636.8	468.5	5.8%	10.7%	1.36x	1.28x	12.7x	8.9x
Presidio, Inc.	PSDO	\$ 15.49	99.3% - 116.8%	2,554.2	2,799.8	na	7.0%	0.91x	na	13.1x	na
Science Applications International Corporation	SAIC	\$ 74.40	82.8% - 145.1%	4,078.9	4,450.0	-1.4%	7.5%	0.92x	0.93x	12.2x	12.3x
Unisys Corporation	UIS	\$ 13.95	83.5% - 207.6%	616.0	2,820.7	-4.0%	6.0%	0.22x	0.23x	3.7x	1.7x
Virtusa Corporation	VRTU	\$ 30.22	78.9% - 167.6%	961.2	804.6	14.0%	4.7%	1.19x	1.05x	25.6x	12.9x
		<i>Mean</i>	86.6% - 148.8%	\$ 6,158.9	\$ 3,933.9	5.8%	9.9%	1.34x	1.27x	13.4x	10.0x
		<i>Median</i>	85.1% - 136.4%	\$ 3,041.1	\$ 2,810.3	3.2%	8.2%	1.09x	1.05x	12.5x	10.7x
<b>Infrastructure Outsourcing</b>											
Akamai Technologies, Inc.	AKAM	\$ 59.70	83.3% - 124.9%	\$ 10,142.6	\$ 2,340.0	9.1%	30.3%	4.33x	3.97x	14.3x	10.4x
Limelight Networks, Inc.	LLNW	\$ 2.58	89.0% - 220.5%	210.1	168.2	5.7%	1.2%	1.25x	1.18x	nm	8.4x
		<i>Mean</i>	86.1% - 172.7%	\$ 5,176.3	\$ 1,254.1	7.4%	15.7%	2.79x	2.58x	14.3x	9.4x
		<i>Median</i>	86.1% - 172.7%	\$ 5,176.3	\$ 1,254.1	7.4%	15.7%	2.79x	2.58x	14.3x	9.4x

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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	
		31-Mar-17	High-Low	Value	LTM	NCY	Margin	LTM	NCY	LTM	NCY
<b>Solution Providers</b>											
CDW Corporation	CDW	\$ 57.71	94.6% - 152.7%	\$ 12,750.2	\$ 13,981.9	5.1%	7.7%	0.91x	0.87x	11.9x	11.0x
ePlus inc.	PLUS	\$ 67.53	95.8% - 186.6%	1,061.4	1,296.0	8.1%	7.4%	0.82x	0.76x	11.1x	10.8x
Insight Enterprises, Inc.	NSIT	\$ 41.09	89.3% - 176.3%	1,450.9	5,485.5	13.4%	3.5%	0.26x	0.23x	7.5x	6.2x
PC Connection, Inc.	CNXN	\$ 29.79	99.3% - 138.0%	746.8	2,692.6	7.2%	3.4%	0.28x	0.26x	8.2x	7.4x
PCM, Inc.	PCMI	\$ 28.05	94.0% - 351.3%	486.7	2,250.6	4.7%	2.2%	0.22x	0.21x	9.7x	8.3x
		<i>Mean</i>	<i>94.6% - 201.0%</i>	<i>\$ 3,299.2</i>	<i>\$ 5,141.3</i>	<i>7.7%</i>	<i>4.8%</i>	<i>0.50x</i>	<i>0.46x</i>	<i>9.7x</i>	<i>8.7x</i>
		<i>Median</i>	<i>94.6% - 176.3%</i>	<i>\$ 1,061.4</i>	<i>\$ 2,692.6</i>	<i>7.2%</i>	<i>3.5%</i>	<i>0.28x</i>	<i>0.26x</i>	<i>9.7x</i>	<i>8.3x</i>
<b>Distribution</b>											
Anixter International Inc.	AXE	\$ 79.30	90.1% - 160.9%	\$ 3,889.8	\$ 7,622.8	3.5%	4.7%	0.51x	0.49x	10.9x	9.3x
Arrow Electronics, Inc.	ARW	\$ 73.41	96.8% - 126.4%	8,854.3	23,825.3	3.0%	4.5%	0.37x	0.36x	8.2x	7.7x
Avnet, Inc.	AVT	\$ 45.76	88.9% - 119.9%	8,257.2	25,921.3	-31.0%	3.7%	0.32x	0.46x	8.5x	9.6x
ScanSource, Inc.	SCSC	\$ 39.25	87.3% - 135.1%	1,087.8	3,513.2	3.1%	3.1%	0.31x	0.30x	10.1x	8.1x
SYNNEX Corporation	SNX	\$ 111.94	86.6% - 144.4%	5,263.0	14,457.1	4.2%	3.8%	0.36x	0.35x	9.6x	9.4x
Tech Data Corporation	TECD	\$ 93.90	97.4% - 151.5%	2,806.9	26,234.9	30.4%	1.4%	0.11x	0.08x	7.6x	4.2x
		<i>Mean</i>	<i>91.2% - 139.7%</i>	<i>\$ 5,026.5</i>	<i>\$ 16,929.1</i>	<i>2.2%</i>	<i>3.5%</i>	<i>0.33x</i>	<i>0.34x</i>	<i>9.2x</i>	<i>8.1x</i>
		<i>Median</i>	<i>89.5% - 139.7%</i>	<i>\$ 4,576.4</i>	<i>\$ 19,141.2</i>	<i>3.3%</i>	<i>3.8%</i>	<i>0.34x</i>	<i>0.36x</i>	<i>9.1x</i>	<i>8.7x</i>

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