

## FACT SHEET -- Winter 2013



Summit Executive Resources is pioneering a better way to match C-suite executives with C-level positions and independent directorships in the technology industry. Unlike traditional retained executive search, we represent the executive - much like a sports agent. Our executive clients and hiring companies, private equity firms, and venture firms find a perfect fit, often in half the time. Founded in 2009, Summit Executive Resources is the only firm of its kind in the country providing hands-on search execution for the individual executive and compensated by the individual executive.

### SERVICES FOR EXECUTIVES

Summit is the executive's personal representative and advocate, much like a professional sports agent. Unlike retained executive search firms that work for companies, we work for the individual executive.

We start by working with the executive to honestly assess their track record, success and expertise. Summit then builds the profile for the ideal role, company and size. Summit packages the executive's training, experience and accomplishments in a way that optimally supports their stated objectives.

Summit profiles and segments the markets that are of greatest interest to the executive and develops a list of companies that ideally fit their target profiles. Summit then identifies individuals or decisions makers within the companies or funding sources and systematically arranges introductions to those who might provide a path to these organizations as well as others like them.

Summit mounts a rigorous and exhaustive campaign to meet with third party networks to present the executives' goals and aspirations. We aggressively pursue prospects to closure or until it is determined that the right and best opportunity has materialized.

### SOLUTIONS FOR THE MARKET

Successful companies have a strong understanding of their strategic direction and business challenges so they can identify who and what they need. Sometimes, they can pull a name out of a hat or resource a portfolio of vetted C-suite game changers to quickly place a quality executive exactly when one is needed.

Even so, they still need to contact and meet with the executive to gain insight into the executive's accomplishments and experiences and determine whether the executive may be a fit in the organization, now or in the future. Eventually, they may find the right executive for the role.

**Or** a company or funding source can work with a unique firm, like Summit, that has a portfolio of vetted executives, and is a trusted source for these game changers. Because the executive is our client, there is no fee incurred by the company or funding source.

Hold a meeting with Summit to discuss the strategic vision, culture, and business challenges of the organization and we will make introductions from our portfolio.

### REPRESENTATIVE RELATIONSHIPS

Since our founding, Summit has maintained an elite portfolio and successfully placed numerous clients including:

Venkatesh Roddam, CEO, Reliance MediaWorks  
Michael Santelli, COO, OMNIPLEX  
Jim Maher, Managing Partner, PwC  
Nazzic Turner, Sector President, SAIC  
Tim Dowd, CEO, Current Analysis  
Lou Testoni, Managing Partner, PwC  
David Stephens, CEO, Savi Technology  
Chuck Bauer, Managing Partner/Vice Chair, PwC

Summit is tapped by a myriad of companies, private equity firms, and venture capital firms seeking a vetted and elite executive including:

CGI  
IBM  
InfoSys  
SAIC  
Arlington Capital Partners  
CM Equity Partners  
Court Square Partners  
Edison Venture Fund  
Hellman & Friedman  
Providence Equity Partners  
Welsh, Carson, Anderson & Stowe  
Altamont Capital Partners  
The Carlyle Group

### LEADERSHIP TEAM & ADVISORS

#### Management Team

Melissa A. Henderson, President & CEO  
Lisa A. Hudson, Senior Executive Director  
Ashley A. Chang, Executive Director  
Carol Nadworny, Head - Finance/Administration

#### Advisors

Peter F. DiGiammarino, CEO, IntelliVen  
Stephen C. Messner, Principal, IntelliVen  
Ginny Rehberg, President, Rehberg Management Group

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