

## Formation of Gridley & Company A Division of Needham & Company, Inc.



**August 7, 2001 – NEW YORK, NY.** Formation of Gridley & Company, a Division of Needham & Company, Inc.

Needham & Company, Inc. has formed a new division called Gridley & Company (the "Gridley Division"). The mission of the Gridley Division is to provide knowledge-based consulting and investment banking services to the information technology, marketing, and business services industries. The two managers of the Gridley Division have over 20 years of collective investment banking experience at major Wall Street firms such as Lehman Brothers, Furman Selz and ING Barings. Their experience encompasses a broad range of transactions for both emerging growth companies and established leaders in the targeted industry sectors of the Gridley Division.

Needham & Company, Inc. is a privately held, full service investment bank focused on industrial and high technology companies. Headquartered in New York with additional offices in Boston, Menlo Park, and Portland, Needham & Company, Inc. was founded in 1985 and has managed over 290 public equity offerings, completed over 150 M&A advisory assignments, and acted as placement agent for approximately 35 private offerings. Needham & Company, Inc. also manages over \$1 billion in assets through its publicly traded, five year/five star Morningstar rated, mutual fund Needham Growth Fund (NASDAQ Symbol NEEGX), its hedge funds (Needham Emerging Growth Partners and Needham Contrarian Fund), and its private equity funds (Needham Capital Partners, Needham Capital Partners II, and Needham Capital Partners III).

When asked to comment about the formation of the Gridley Division, George Needham, Chairman and CEO of Needham & Company, Inc. said, "We feel there is a critical need for a high quality specialty investment banking firm focused on the information industries. Linda and her team will use their extensive investment banking experience to deliver first class investment banking services to companies in these important industries".

The Gridley Division's office is located at 7 Penn Plaza, Suite 1128, New York, New York, 10001. The company's telephone number is 646-674-1875 and its website is [www.gridleyco.com](http://www.gridleyco.com).

## **About Gridley & Company**

Gridley & Company, headquartered in New York City is a division of Needham & Company, Inc. The mission of Gridley & Company is to provide knowledge-based investment banking and strategic consulting services to companies in the following industries: Advertising and Marketing Services, IT and Business Process Outsourcing Services, Database/Information Services, and Internet Services. Needham & Company, Inc. is one of the few independent, privately held, full service investment banks focused on industrial and high technology companies.

### **For more information, please contact:**

Linda B. Gridley

President and CEO

Email: [linda.gridley@gridleyco.com](mailto:linda.gridley@gridleyco.com)

Phone: 646-674-1885

[www.gridleyco.com](http://www.gridleyco.com)

## **About Needham & Company, Inc.**

Needham & Company, LLC is a nationally recognized investment banking and asset management firm focused primarily on serving emerging growth industries and their investors. Founded in 1985 by George A. Needham, Raymond H. Godfrey and David K. Townes, the firm is headquartered in New York City and has offices in Boston, Massachusetts, Menlo Park and San Francisco, California.

Needham & Company's principal activities are public and private financings; corporate finance advisory services, including mergers, acquisitions and divestitures; equity research; sales and trading primarily for institutional investors; and asset management through public and private funds. Since its founding, the firm has acted as lead or co-manager in more than 450 public offerings, including 145 IPOs, raising in excess of \$31.2 billion, and as placement agent on over 55 private offerings. [www.needhamco.com](http://www.needhamco.com)