

Gridley Hosts Successful 2nd Annual CRM Networking Event at the Needham Growth Conference



January 6, 2003 — NEW YORK, NY. Gridley & Company LLC hosted its 2nd Annual CRM Networking Event at the Needham Growth Conference on Monday, January 6th at the Metropolitan Club on Manhattan's Upper East Side. This event brings together executives of public and private companies, institutional money managers, venture capitalists and industry consultants. There were 137 in attendance, an increase of 60% over the inaugural networking event last year.

The event began with Networking Cocktails and was followed by a seated dinner. Linda B. Gridley, President and CEO of Gridley & Company, LLC introduced Andrew W. Jeffrey (formerly of Robertson Stephens) as the new equity research analyst to cover the Payment Processing/Financial Technology universe for Needham & Company, Inc. Linda Gridley has followed this industry since the early 1990's and believes it continues to offer exciting growth and investment opportunities. She welcomed Andrew as a valuable resource in Gridley's joint effort with Needham in this area, and shared her opinion that the time may be ripe for the convergence between transaction processing and marketing services businesses.

Ms. Gridley then introduced the Keynote Speaker for the evening, Linda Goldstein, Partner of Hall Dickler Kent Goldstein & Wood LLP and recently named Chairperson of the Board of the Electronic Retailing Association (which fosters the use of various forms of electronic media to promote goods and services to consumers and includes such well known names as America Online, Home Shopping Network and QVC). Ms. Goldstein's topic was "Privacy in the Internet Age" – which provided information on a topic of concern to many.

January 8, 2003 – Fifth Annual Needham Growth Conference. The Needham Growth Conference has become one of the largest conferences in New York for mid-sized technology companies and their institutional investors. This year, more than 250 companies participated in this three-day event, with between 800-1,000 institutional investors in attendance. The Gridley CRM and Financial Technology Tracks at the Fifth Annual Needham Growth Conference held on January 8th at New York's Palace Hotel included presentations from 11 public CRM and Financial Technology companies.

About Gridley & Company LLC

Gridley is a boutique investment bank that provides financial advisory services to companies in the Information Services industry with a specific focus in the following sectors: Financial Technology; Marketing Services; Data Services; Outsourcing Services and Internet Services. Our dedicated industry focus, thoughtful strategic insights and extensive relevant transaction experience differentiate us from other Wall Street firms and lead to successful results for our clients. Gridley & Company LLC was founded in 2001, is headquartered in New York City, and is affiliated with Needham & Company, LLC.

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