


























# SaaS & Outsourcing Services Transactions

<p>Undisclosed</p>  <p>Acquired by</p>  <p>Advisor</p> 	<p>\$60,000,000</p>  <p>Initial Public Offering</p> <p>Advisor</p> 	<p>\$106,000,000</p>  <p>Acquired Contact Center Holdings, SA</p> <p>Issued Fairness Opinion September 2000</p>	<p>\$73,500,000</p>  <p>Common Stock Offering</p> <p>Co-Manager April 2000</p>	<p>\$187,000,000</p>  <p>Sold to IXL Enterprises</p> <p>Advisor January 2000</p>	<p>\$64,700,000</p>  <p>Initial Public Offering</p> <p>Co-Manager July 1999</p>	<p>Undisclosed</p> <p>Customer Relationship Management Business of</p>  <p>Sold to Science Applications International, Corp.</p> <p>Advisor January 1999</p>
<p>\$42,000,000</p>  <p>Common Stock Offering</p> <p>Co-Manager October 1998</p>	<p>Introduction of TeleTech to CitCorp</p>  <p>Strategic Business Relationship</p> <p>Advisor April 1998</p>	<p>\$76,700,000</p> <p>Condor Technology Solutions, Inc.</p> <p>Initial Public Offering</p> <p>Co-Manager February 1998</p>	<p>\$112,100,000</p> <p>Information Management Resources, Inc.</p> <p>Common Stock Offering</p> <p>Co-Manager November 1997</p>	<p>\$106,500,000</p>  <p>Common Public Offering</p> <p>Co-Manager November 1997</p>	<p>\$165,500,000</p>  <p>Common Stock Offering</p> <p>Co-Manager January 1997</p>	<p>\$110,000,000</p>  <p>Common Stock Offering</p> <p>Co-Manager October 1996</p>
<p>\$112,100,000</p> <p>Trusted Information Systems, Inc.</p> <p>Initial Public Offering</p> <p>Co-Manager July 1996</p>	<p>\$58,000,000</p>  <p>Initial Public Offering</p> <p>Co-Manager February 1996</p>	<p>\$75,000,000</p>  <p>Initial Public Offering</p> <p>Co-Manager November 1995</p>	<p>Undisclosed</p> <p>Marketvision, a division of</p>  <p>Sold to Bridge Information Systems</p> <p>Advisor May 1995</p>	<p>\$36,000,000</p> <p>Group Technologies Corporation</p> <p>Initial Public Offering</p> <p>Lead Manager December 1994</p>	<p>\$72,000,000</p> <p>Incom Corporation</p> <p>Common Stock Offering</p> <p>Lead Manager May 1993</p>	<p>\$50,000,000</p>  <p>Secondary Stock Offering</p> <p>Lead Manager April 1993</p>
<p>\$75,000,000</p>  <p>Convertible Debt Offering</p> <p>Lead Manager January 1993</p>	<p>\$29,000,000</p>  <p>Secondary Stock Offering</p> <p>Lead Manager December 1992</p>	<p>\$300,000,000</p>  <p>Convertible Debt Offering</p> <p>Lead Manager October 1992</p>	<p>\$60,000,000</p>  <p>Initial Public Offering</p> <p>Lead Manager June 1992</p>	<p>\$150,000,000</p>  <p>Acquired NYNEX Business Centers</p> <p>Advisor March 1991</p>	<p>\$117,000,000</p>  <p>Acquired a Minority Investment in Policy Management Systems</p> <p>Advisor November 1989</p>	