

## Technology & Communications Practice Core Messages

Summary (details, proof points and endorsements follow)

### People

Spencer Stuart consultants combine deep industry knowledge with the ability to match leadership qualities with client needs. Our placements deliver results that are rewarding for our technology clients as well as for the senior executive leader placed.

### Experience

Spencer Stuart understands the dynamics of rapidly emerging technology markets and the unique leadership requirements of a rapidly evolving company at each stage of its lifecycle.

### Access

Spencer Stuart has access to the network of leaders our clients need through our personal relationships with key executives and drivers in today's dynamic technology economy.

### Business Benefit

Spencer Stuart builds a company's value by infusing it with the key ingredient for success – strong leadership.

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### People

**Spencer Stuart consultants combine deep industry knowledge with the ability to match leadership qualities with client needs. Our placements deliver results that are rewarding for our technology clients as well as for the senior executive leader placed.**

- Our consultants' expertise comes from their professional experience as successful leaders themselves within the high tech industry. Our deep knowledge in various technology niches includes areas such as wireless, optical, B2B infrastructure, CRM and supply chain management.
- Our consultants use their technology industry experience and judgement to assess the dynamics of an executive fit—the best combination of technical qualifications, leadership style and cultural philosophy that will spark success for an entire organization.
- The work that our consultants have done across the broad range of technology niches has allowed companies to advance their goals and enhance their standing in the high tech community.

#### **Proof Point:**

- Spencer Stuart's technology consultants possess significant leadership experience. Over half of the core group has been CEOs or C-level officers at high tech and VC-backed companies. Additionally, a large number have also held the role of President with emerging technology ventures.

#### **Testimonial:**

- On the CEO search for Red Herring Communications, Mr. Steve Brooks, Managing Director of private equity investor Broadview Partners and member of Red Herring's Board of Directors, commented that Spencer Stuart "managed the process with consummate skill," and provided not only "analytic business sense", but also offered up "the imagination, creativity, and sensitivity" needed to successfully execute the search."