

## DE BELLAS & CO. REPORTS LARGE INCREASE IN M&A ACTIVITY IN 2010

**January 25, 2011** - Irvine, CA - De Bellas & Co., the #1 Staffing Industry Mergers and Acquisitions (“M&A”) investment banking firm for over twenty five years, having advised on over 170 completed Staffing M&A transactions, reported today that 91 transactions were announced in 2010. This is almost 40% higher than the full year 2009, which had 57 announced transactions.

Royal Brown, Managing Director, said “In 2011, buyer interest is continuing to increase. Large national strategic acquirers have plenty of cash, as do Private Equity Groups, both are seeking to put their money to work. We believe that M&A activity will increase again in 2011.”

### M&A ACTIVITY BY SEGMENT OF SELLER

	Commercial	Healthcare	IT Staffing / Solutions	Legal & Accounting	PEO	Other	Totals
Q4 2010	5	3	7	0	0	4	19
Q3 2010	4	7	6	1	3	5	26
Q2 2010	0	7	6	0	3	7	23
Q1 2010	8	4	6	1	1	3	23
<b>Totals</b>	<b>17</b>	<b>21</b>	<b>25</b>	<b>2</b>	<b>7</b>	<b>19</b>	<b>91</b>
2009	15	9	9	7	4	13	57

### 2010 M&A ACTIVITY BY BUYER GROUP

	Commercial	Healthcare	IT Staffing / Solutions	Legal & Accounting	PEO	Other	Totals
Private Equity Groups	1	3	2	0	1	3	10
Strategic Buyers							
Publicly Owned	7	8	7	2	2	7	33
Privately Held	6	10	17	1	3	11	48
Total Strategic Buyers	13	18	24	3	5	18	81
<b>Total ALL</b>	<b>14</b>	<b>21</b>	<b>26</b>	<b>3</b>	<b>6</b>	<b>21</b>	<b>91</b>

## **NOTABLE TRANSACTIONS AND ANNOUNCEMENTS**

- Bond International Software Plc (BDI: LSE) acquired VCG, LLC. Bond strengthened its position as the leading provider of software to the staffing industry.
- NTT Data Corp. to acquired Keane, Inc. for \$1.2 Billion. NTT Data Corp. is a public Japanese company providing information technology services and solutions. Keane was ranked by Staffing Industry Analysts' as number twelve on their list of largest US IT staffing firms.
- Comforce Corp (AMEX:CFS) announced that it would be acquired by Private Equity Group ABRY Partners, LLC for \$2.50 a share or \$86M in cash plus debt assumed of \$66M for total consideration of \$152M. Comforce owns VMS provider PrO Unlimited.
- TechTeam Global, Inc. (NASD: TEAM) announced that it would be acquired by privately held Stefanini International for \$8.35 per share for a total of \$93.4 million. TechTeam Global provides information technology consulting services, as well as staff augmentation.
- Private Equity Group Madison Dearborn Partners LLC invested over \$200 million to acquire a majority stake in VMS provider Fieldglass. Fieldglass is the largest VMS provider in terms of worldwide spend.
- Gentiva Health Services, Inc. (NASD: GTIV), an Atlanta based home hospice services provider, announced it would acquire Odyssey Healthcare for \$27 per share for a total value of \$1.0 billion.
- Private Equity Group Kohlberg Kravis Roberts & Co. announced plans to acquire the Japanese based staffing subsidiary of Tokyo based Usen Corp. Usen provides direct hire, temporary staffing and outsourcing, as well as job boarding. KKR will pay \$356 million.
- InVentiv Health, Inc. (NASD: VTIV), A pharmaceutical services and staffing firm, announced an agreement to be acquired by private equity firm Thomas H. Lee Partners, in a deal valued at \$1.1 billion or \$26 a share.
- Bedford Funding Private Equity acquired PeopleClick for \$100 million. PeopleClick will be combined with Bedford's existing portfolio company, Authoria. The two firms will sell their services independently or as part of a suite of services.

# DE BELLAS & CO.

INVESTMENT BANKING

U.S. STAFFING INDUSTRY												
Merger & Acquisition Activity												
						Twelve	Twelve	Twelve	Twelve	Twelve	Twelve	Twelve
		4th Qtr	3rd Qtr	2nd Qtr	1st Qtr	Months	Months	Months	Months	Months	Months	Months
		2010	2010	2010	2010	2010	2009	2008	2007	2006	2005	2004
<b>Transactions:</b>												
Disclosed/Completed Transactions		19	26	23	23	91	57	87	141	122	151	153
Buyers		19	26	21	21	87	50	79	104	86	103	103
Transactions/Buyers		1.0	1.0	1.1	1.1	1.0	1.1	1.1	1.4	1.4	1.5	1.5
Median Rev. of Seller (millions)		37	180	167	7.7	102	5.75	16.2	20.0	12.4	18.5	10.3
<b>Mix:</b>												
IT Staffing		7	5	5	5	22	7	10	17	13	14	29
IT Solutions		0	1	1	1	3	2	3	4	5	21	14
A/F		0	1	0	1	2	6	8	16	13	4	5
Legal		0	0	0	0	0	1	4	3	1	4	2
Healthcare		3	7	7	4	21	9	20	25	22	43	39
Other		2	4	7	3	16	6	12	24	20	19	13
Outplacement		0	0	0	0	0	0	0	0	0	0	0
PEO		0	3	3	1	7	4	7	3	8	11	10
Place & Search		0	1	0	0	1	0	1	0	1	2	4
Technical		1	0	0	0	1	5	7	6	3	2	8
Executive Search		1	0	0	0	1	2	2	7	6	5	2
Commercial Staffing		5	4	0	8	17	15	13	36	30	26	27
Total		19	26	23	23	91	57	87	141	122	151	153
<b>Geographics:</b>												
Domestic		17	21	21	22	81	54	72	123	114	134	127
Cross Border		2	5	2	1	10	3	15	18	8	17	26
Total		19	26	23	23	91	57	87	141	122	151	153
<b>Ownership of Buyer:</b>												
Public		5	11	5	11	32	14	32	69	62	92	84
Private Equity Group		2	4	2	2	10	5	3	21	17	22	11
Private - Other		12	11	16	10	49	38	52	51	43	37	58
Total		19	26	23	23	91	57	87	141	122	151	153

**Source: De Bellas & Co., SEC filings and Staffing Industry Report**

*Note: De Bellas & Co. defines a transaction as an announced merger, acquisition or significant equity investment.*

*The firm's statistics include domestic, as well as cross border transactions involving a participant with U.S. operations.*

*The acquired entity includes staffing firms as well as other businesses.*

*IT Solutions transactions are those transactions completed by a buyer having staffing operations and an IT Solutions seller.*