

2017 Florida ACG Capital Connection®
Dealsource Meeting Software

Wednesday & Thursday, November 8-9, 2017
Hyatt Regency Grand Cypress, Orlando, FL

Any questions, please call Sherry Smith at (813) 205-2138!

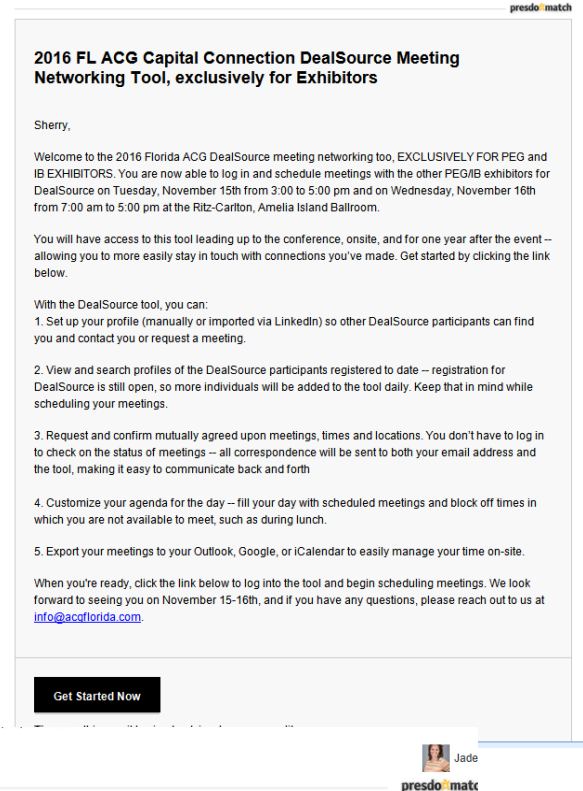
IF YOU WERE AN EXHIBITOR in 2016, you may see both events on Presdo, PLEASE be sure and choose the 2017 ACG Florida Capital Connection.

The screenshot shows the PresdoMatch website interface. At the top left is the PresdoMatch logo. To the right, there is a navigation menu with 'Florida ACG' and 'Tips'. Below the logo is a green banner that says 'Welcome, Florida ACGI'. The main heading is 'Which event are you going to?'. Below this, there are two event cards. The first card is for '2017 ACG Florida Capital Connection' on 'Tue Nov 7'. The second card is for '2016 Florida ACG Capital Connection' on 'Tue 11/15/16'. At the bottom of the event list, there is a link that says 'See events you are managing'.

LOGGING IN & PROFILE SETUP

Exhibitors of the Florida ACG Capital Connection will receive an email from “ACG Florida” (notification@presdomain.com) -- to the email address you used when you registered -- with a link to the homepage of the Interactive Attendee Directory & Networking Tool (below), and instructions on how to log in and use the tool.

PLEASE note, as a benefit of exhibiting and reserving a table, only PEG and IB exhibitors will be allowed to request meetings with you via this software. If you would like to make meetings with non-exhibitors (general attendees), you will need to reach out to them directly.



You will be asked to create a password

Create a Password

Use it to sign back in and to use the mobile app.

Password

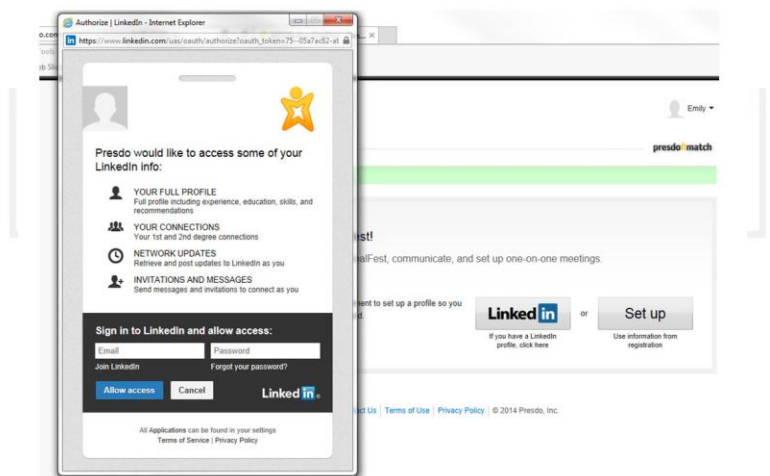
Confirm password

Create

IMPORTING YOUR PROFILE

Next, you will be asked to set up your profile. You can either import your profile from LinkedIn, or set it up from scratch:

To update your profile after logging in, select the “Your Profile” link in the top right corner:



EDITING YOUR PROFILE

To update your profile after logging in, select the “Your Profile” link in the top right corner:

Then, click on the “Edit Your Profile” button.

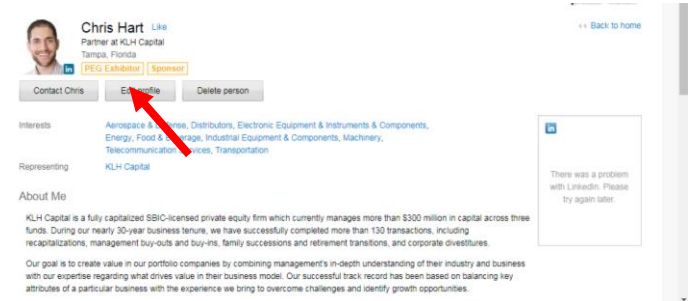
Attendees

See all

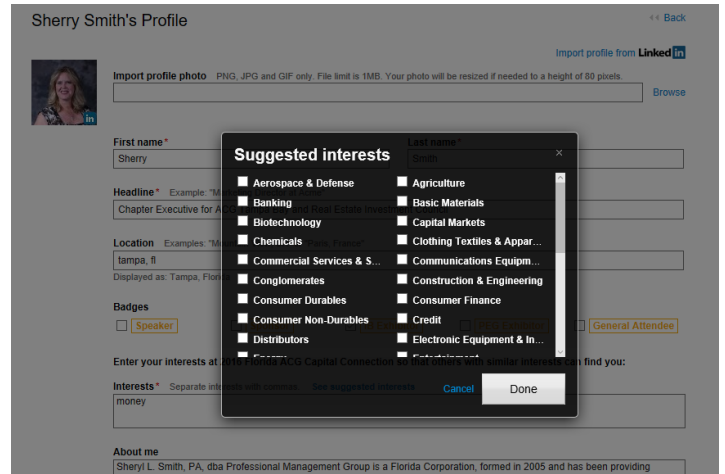
Meet people with similar interests:



See more people recommendations:
20 you know | 21 with similar interests



You can include as much or as little information as you like in your profile, however the more information you place under “Interests,” the easier it will be for other participants to find you based on mutual interests:



Enter your interests at 2017 ACG Florida Capital Connection so that others with similar interests can find you:

Interests * Separate interests with commas. Examples: "online marketing, fundraising, business travel"
Aerospace & Defense, Distributors, Electronic Equipment & Instruments & Components, Energy, Food & Beverage, Industrial Equipment & Components, Machinery, Telecommunication Services, Transportation

About me
KLH Capital is a fully capitalized SBIC-licensed private equity firm which currently manages more than \$300 million in capital across three funds. During our nearly 30-year business tenure, we have successfully completed more than 130 transactions, including recapitalizations, management buy-outs and buy-ins, family successions and retirement transitions, and corporate divestitures.
Our goal is to create value in our portfolio companies by combining management's in-depth understanding of their industry and business with our expertise regarding what drives value in their business model. Our successful track record has been based on balancing key attributes of a particular business with the experience we bring to overcome challenges and identify growth opportunities.
We are most interested in value added distribution, specialty service, and niche manufacturing businesses with experienced management teams in place and a clearly identified strategy for growing the business. Our focus is on the lower-middle market of U.S. companies with these attributes:
- Revenue of \$10 - \$100 million and EBITDA of more than \$2 million,
- A history of positive revenue and cash flow,
- A proven industry performance track record,
- A long-term, sustainable business model, and
- A high-quality management team that wants to acquire or maintain a significant equity position in their business.

Twitter username
[Empty text field]

[Edit more of the profile...](#)

Save profile

When you have finished updating your profile, click “Save” at the bottom of the page.

AGENDA

The “Agenda” section of the tool, accessible from the homepage, is where you can select ACG Florida events you plan on attending, i.e., Golf, Late Night After Party, Capital Connection Welcome Reception, etc., so others will know you plan to be there and also you will not be available for meetings during that time.

Make sure you take a look at our speakers on Thursday, and check those as well if you would like the software to mark you as unavailable.

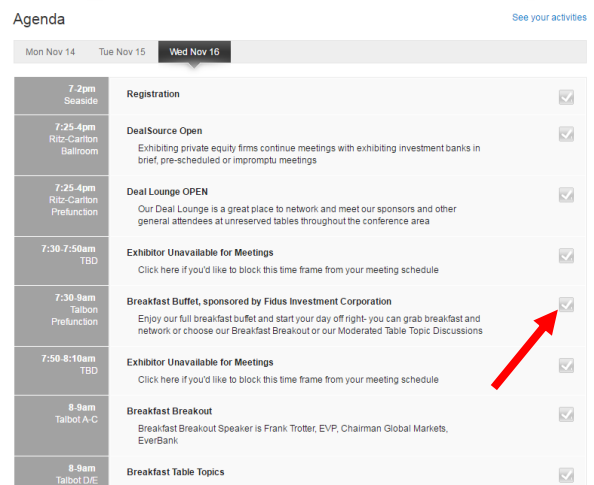
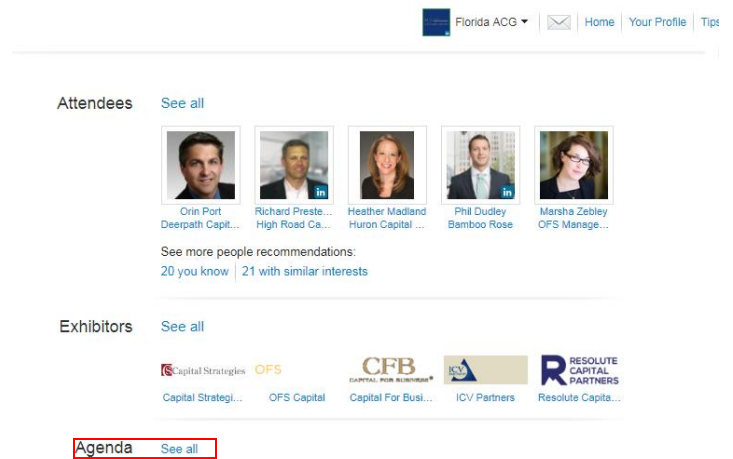
The scheduling software provides 20 minute time-slots as follows:

- 3:00 to 5:00 pm on Wednesday, the 8th
- 7:30 am to 12:10 pm on Thursday, the 9th
- 2:20 pm to 3:40 pm on Thursday, the 9th

The times that you mark as NOT available to meet, no one from the software will be able to request meetings during those time blocks.

Also, if you know you are leaving early on Thursday or have a conference call you must take – CHECK THE BOX next to the time “Exhibitor unavailable for meetings”

When you have finished, click “Save” at the bottom of the page.



2:40-3pm Grand Cypress Ballroom	<p>Exhibitor Unavailable for Meetings <input checked="" type="checkbox"/></p> <p>PEG & IB exhibitors, please check this box if you are NOT available to schedule meetings for this 20 minute time frame (if you have meetings scheduled OUTSIDE the software, if you haven't arrived yet, if you are going to another session)</p> <p>PLEASE leave unchecked if you would like the software to be able to use this time.</p>
3-3:20pm Grand Cypress Ballroom	<p>Exhibitor Unavailable for Meetings <input type="checkbox"/></p> <p>PEG & IB exhibitors, please check this box if you are NOT available to schedule meetings for this 20 minute time frame (if you have meetings scheduled OUTSIDE the software, if you haven't arrived yet, if you are going to another session)</p> <p>PLEASE leave unchecked if you would like the software to be able to use this time.</p>
3:20-3:40pm Grand Cypress Ballroom	<p>Exhibitor Unavailable for Meetings <input checked="" type="checkbox"/></p> <p>PEG & IB exhibitors, please check this box if you are NOT available to schedule meetings for this 20 minute time frame (if you have meetings scheduled OUTSIDE the software, if you haven't arrived yet, if you are going to another session)</p> <p>PLEASE leave unchecked if you would like the software to be able to use this time.</p>
3:30-5pm Regency Hall Foyer	<p>ALL INVITED Closing Reception <input checked="" type="checkbox"/></p>

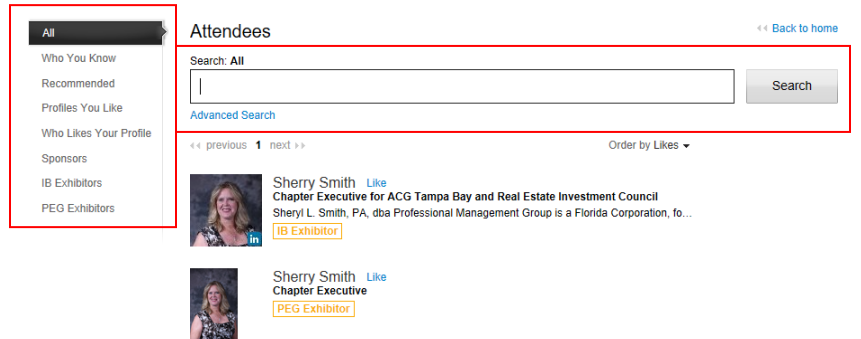
ATTENDEES

The “Attendees” section of the tool is the people who are exhibiting where you can browse **“BY NAME”** who is registered as an exhibitor and who is available for meeting requests.

In the left sidebar, there are options for sorting and viewing the attendees.

You can also perform a simple Search by keyword, or Advanced search that includes companies, locations, titles, interests, etc.

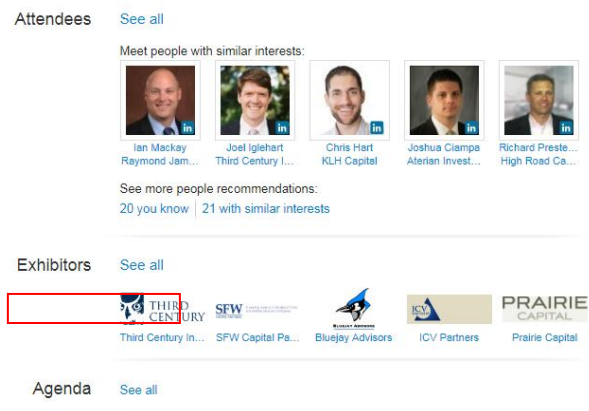
“Who You Know” in the left sidebar shows you your connections from LinkedIn who are also attending the event (if you have imported your profile from LinkedIn).



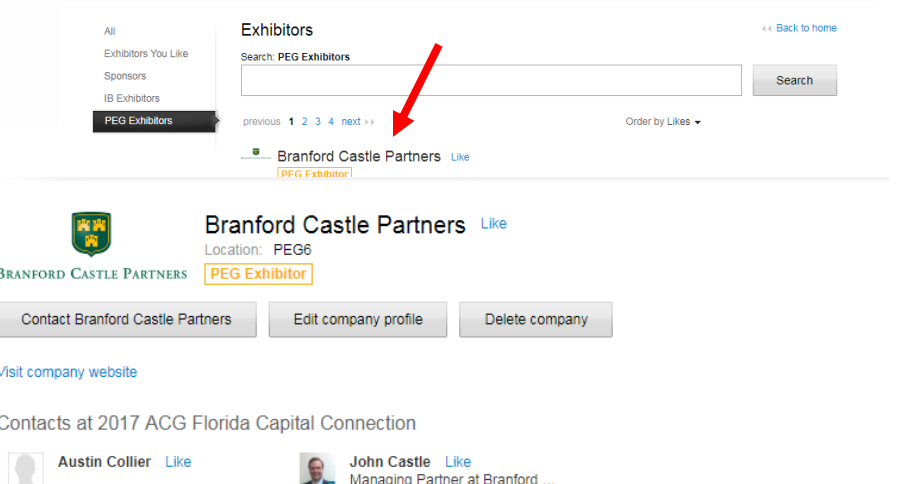
“Recommended” shows you attendees you might want to meet with based on similar interests.

EXHIBITORS (BETTER TO USE THAN ATTENDEES)

The “Exhibitors” section of the tool, accessible from the homepage, contains a list of the attendees’ companies, and who from that company is registered for the event.



To see which people from the company are registered for the event, simply click on the company’s name or logo.



HOW TO SEND A MESSAGE OR REQUEST A MEETING

When you are ready to begin requesting meetings with other attendees, return to the Exhibitor Directory by selecting “Exhibitors – See All” from the homepage.

Select the individual you would like to meet with from the Directory by clicking on their name.

Then, once you are viewing their profile, choose “Contact [Name].”

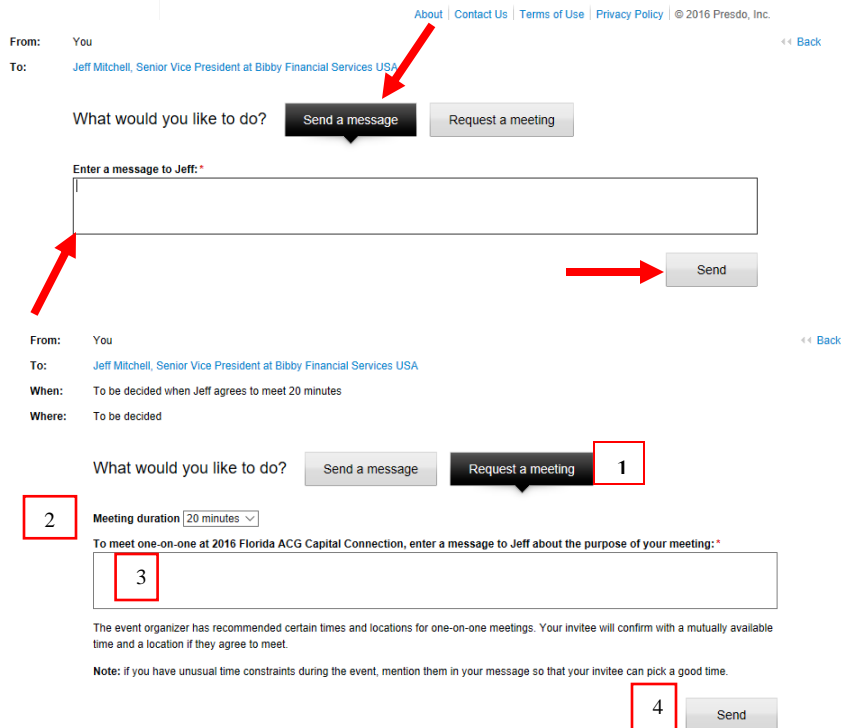
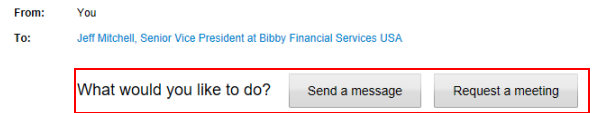
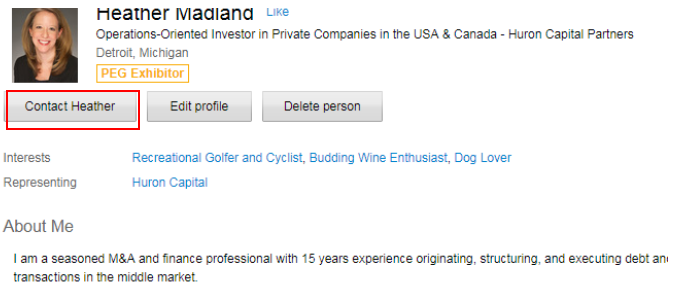
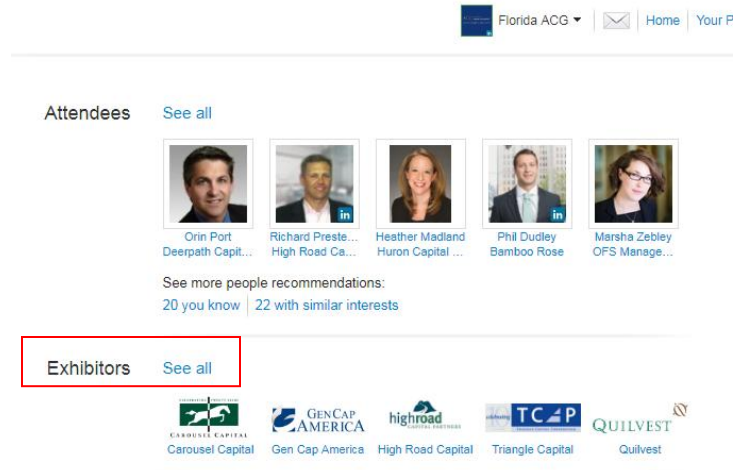
Next, you will be asked if you would like to either “Send a Message” or “Request a Meeting.”

If you click “Send a Message,” a box will pop up for you to type in your message and then click “Send.”

Note: this will send a message WITHOUT a meeting request.

To request a meeting, select “Request a Meeting,” and a box will pop up asking you to select a meeting duration, and to include a message. When you are finished, click “Send.”

The meeting request will be sent to your invitee through the tool and also to the email address they registered for the event with.



Once your invitee receives the request, they will choose a mutually available time of day and the location for you to meet (either your table or theirs.) You will be notified of this confirmation through the tool and to your email address with which you registered for the event.

The screenshot shows a confirmation message: "Your meeting request has been sent." Below this, the details of the request are listed: "From: You", "To: Jeff Mitchell, Senior Vice President at Bibby Financial Services USA", and "When: To be decided when Jeff agrees to meet". There are links for "Back" and "Cancel meeting". A message box shows "You requested to meet 1 minute ago" with "TBD" as the location. A "Send a message" button is at the bottom right.

Please note that your invitee may also decline the request to meet.

To see the status of your pending meeting requests, you can click on your invitee's profile and see it there...

The screenshot shows the profile of Jeff Mitchell, Senior Vice President at Bibby Financial Services USA. A red box highlights a notification: "There is a meeting request between you and Jeff." Other buttons include "See request", "Edit profile", and "Delete person". The profile also shows "Representing: Bibby Financial Services" and "Messages/Meetings: Jeff has connected with 1 person".

Or you can see it in the "Messages" section on the homepage...

The screenshot shows the "Messages" section with a sidebar for "All", "Announcements", and "Ignored". A message from Jeff Mitchell is highlighted with a red box. The message details are as follows:

Who	What	When
Jeff Mitchell Senior Vice President at Bibby Financia...	TBD Meeting request	2 minutes ago

Or in your Inbox, which can be accessed via the Envelope link in the top right corner of the tool.

RECEIVING & CONFIRMING MEETING REQUESTS

When someone has requested a meeting with you, you will receive a notification within the Messages section of the tool, and it will also be sent to the email address with which you registered for the event.

When you receive a request for a meeting, you will be able to confirm the meeting by selecting the time of day (**only timeslots where you both are available will appear**) and the location.

Once you've made those selections, you can confirm the meeting (with the option of sending a message along with the confirmation).

You also have the option of declining the request to meet all together.

Florida ACG | Home | Your Profile | Tips | Manage Events

presdo:match

From: Jade Gooding, Administrative Assistant at PMG
To: You
When: To be decided

Jade requested to meet 1 minute ago
does 1 pm work?

What would you like to do? **Confirm meeting** Send a message

Duration: 20 minutes

When: The following times are currently available for both you and Jade:

Tue Nov 15 3pm
Tue Nov 15 3:20pm
Tue Nov 15 3:40pm
Tue Nov 15 4pm
Tue Nov 15 4:20pm

Where: - Select one -

Enter a message to Jade:

VIEWING & PRINTING YOUR AGENDA

Once you've confirmed your meetings, you can view and print your agenda by selecting "See All Your Activities" or "Print" from the "Your Activities" section of the homepage.

Florida ACG | Home | Your Profile | Tips | Manage Events

presdo:match

Your Activities

Tue Nov 15 3-3:20pm
Wed Nov 16 12-1:30pm

Jade Gooding, Administrative Assistant at...
Lunch & Keynote - Jim VandeHei, Co-Fou...

See all your activities Print

Messages

Jade Gooding Administrative Assistant at P... does 1 pm work?
You're meeting at: Tue Nov 15 3-3:20pm

Jeff Mitchell Senior Vice President at Bib... TBD
Meeting request

See all messages (2)

Attendees See all

Florida ACG C... Jade Gooding Jeff Mitchell Bibby Financia... Sherry Smith ACG Tampa Sherry Smith Professional M...

See more people recommendations:
3 you know

Exhibitors See all

BIBBY PMG ACG Tampa Bay
Bibby Financial... PMG Tampa Bay ACG Tampa Bay

Agenda See all

Clicking "See All Your Activities" brings you to this page, where you can select your meetings to view them, send messages to the participants, or cancel. You can also select "Print" to have a hard copy of your meetings with you when you arrive onsite at the event.

Florida ACG | Home | Your Profile | Tips | Manage Events

presdo:match

Your Activities

Tue Nov 15 Wed Nov 16

Wed Nov 16 12-1:30pm Lunch & Keynote - Jim VandeHei, Co-Founder of POLITIC... Talbot

CANCELLING A MEETING

Should you need to cancel a meeting, you can do so by selecting the meeting you wish to cancel from the “Your Activities” section on the homepage...

And then click the “Cancel meeting” link.

You’ll be asked to compose a brief message to send along with the cancellation. When you are finished, select the “Cancel Meeting” button.

Your Activities

- Tue Nov 15 3-3:20pm Jade Gooding, Administrative Assistant at PMG
- Wed Nov 16 12-1:30pm Lunch & Keynote - Jim VandeHei, Co-Fou...

See all your activities Print

Messages

- Jade Gooding, Administrative Assistant at P... does 1 pm work? *You're meeting at: Tue Nov 15 3-3:20pm*
- Jeff Mitchell, Senior Vice President at Bib... TBD *Meeting request*

See all messages (2)

Attendees [See all](#)

- Florida ACG C...
- Jade Gooding
- Jeff Mitchell, Bibby Financia...
- Sherry Smith, ACG Tampa
- Sherry Smith, Professional M...

Florida ACG Home [Your Profile](#) [Tips](#) [Manage Events](#) **presdo**match

From: Jade Gooding, Administrative Assistant at PMG [Back](#)

To: You [Cancel meeting](#)

When: Tue Nov 15 3-3:20pm [Save to calendar](#)

Jade requested to meet 7 minutes ago
does 1 pm work?

You accepted the meeting request 4 minutes ago
See you then

[Reschedule meeting](#) [Send a message](#)

Florida ACG Home [Your Profile](#) [Tips](#) [Manage Events](#) **presdo**match

From: Jade Gooding, Administrative Assistant at PMG [Back to meeting](#)

To: You

When: Tue Nov 15 3-3:20pm

Jade requested to meet 9 minutes ago
does 1 pm work?

You accepted the meeting request 6 minutes ago
See you then

Enter a message to Jade: *

[Cancel meeting](#)