2018 Florida ACG Capital Connection[®] Dealsource Meeting Software

Tuesday and Wednesday, November 12-14, 2018 Renaissance Vinoy, Tampa, FL Any questions, please call Sherry Smith at (813) 205-2138!

IF YOU WERE AN EXHIBITOR in 2017, you may see both events on Presdo, PLEASE be sure and choose the 2018 ACG Florida Capital Connection.

Which event are you going to?

	2018 ACG Florida Capital Connection	Mon Nov 12
	(Unused) 2018 Florida ACG Capital Connection	Tue 7/31/18
	2017 ACG Florida Capital Connection	Tue 11/7/17
ACCEL OF A TE THE OWNER BERRY	2016 Florida ACG Capital Connection	Tue 11/15/16

LOGGING IN & PROFILE SETUP

Exhibitors of the Florida ACG Capital Connection will receive an email from "ACG Florida" (notification@presdomail.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, at this time 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. WE PLAN to add them to the app in 2 weeks.

2016 FL ACG Capital Connection DealSource Meeting Networking Tool, exclusively for Exhibitors

Sherry,

Welcome to the 2016 Florida ACG DealSource meeting networking too, EXCLUSIVELY FOR PEG and IB EXHIBITORS. You are now able to log in and schedule meetings with the other PEG/IB exhibitors for DealSource on Tuesday, November 15th from 3:00 to 5:00 pm and on Wednesday, November 16th from 7:00 am to 5:00 pm at the Ritk-Cantron, Amelia Island Balroom.

You will have access to this tool leading up to the conference, onsite, and for one year after the event – allowing you to more easily stay in touch with connections you've made. Get started by clicking the link below.

With the DealSource tool, you can:

1. Set up your profile (manually or imported via LinkedIn) so other DealSource participants can find you and contact you or request a meeting.

 View and search profiles of the DealSource participants registered to date – registration for DealSource is still open, so more individuals will be added to the tool daily. Keep that in mind while scheduling your meetings.

3. Request and confirm mutually agreed upon meetings, times and locations. You don't have to log in to check on the status of meetings – all correspondence will be sent to both your email address and the tool, making it easy to communicate back and forth

4. Customize your agenda for the day – fill your day with scheduled meetings and block off times in which you are not available to meet, such as during lunch.

5. Export your meetings to your Outlook, Google, or iCalendar to easily manage your time on-site.

When you're ready, click the link below to log into the tool and begin scheduling meetings. We look forward to seeing you on November 15-16th, and if you have any questions, please reach out to us at info@accritiona.com.

Jade

Get Started Now

You will be asked to create a password

Create a Pass	Create a Password			
Use it to sign back in	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.

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:

When you have finished updating your profile, click

"Save" at the bottom of the page.

See more people recommendations 20 you know 21 with similar interests Chris Hart Like 4 Back to hom 9 Contact Chris tie Delete per About Me KLH Capital is a fully capitalized SBIC-licensed private equity firm which currently mana ore than \$300 m unds. During our nearly 30-year business tenure, we have successfully completed more than 130 transactions, including ecapitalizations, management buy-outs and buy-ins, family successions and retirement transitions, and corporate divesti goal is to create value in our portfolio companies by combining management's in-depth understanding of their in our expectise regarding what drives value in their business model. Our successful track record has been based utes of a particular business with the experience we bring to overcome challenges and identify growth opportur Sherry Smith's Profile ed in First na Suggested interests Sherry Aerospace & Defense Agriculture Banking Basic Materials Chapter Executive for Biotechnology Capital Markets Chemicals Clothing Textiles & Appar Com tampa, fl Comm morcial So . . . nications Equipm Conglomerates Construction & Engin Consumer Durables Consumer Finance Co Credit sumer Non-Du D Electronic Equip Done Enter your interests at 2017 ACG Florida Capital Connection so that others with similar interests can find you: Interests Acrospace & 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 mari U.S. companies with these attributes: market of - 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, sustanable business model, and - A high-quality management team that wants to acquire or maintain a significant equity position in their business.

Edit more of the profile..

Twitter username



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presdo match

Florida ACG - Home Your Profile Tips Manage Events



Attendees

See all

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.

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.

		EverBank
2:40-3pm Grand Cypress Ballroom	Exhibitor Unavailable for Meetings 8.9am 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) PLEASE leave unchecked if you would like the software to be able to use this time.	Breakfast Table Topics
3-3:20pm Grand Cypress Ballroom	Exhibitor Unavailable for Meetings 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) PLEASE leave unchecked if you would like the software to be able to use this time.	/
3:20-3:40pm Grand Cypress Ballroom	Exhibitor Unavailable for Meetings 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) PLEASE leave unchecked if you would like the software to be able to use this time.	
3:30-5pm Regency Hall Foyer	ALL INVITED Closing Reception	\checkmark

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Attendees	See all	ey ey
Exhibitors	See all Capital Strategies OFS Capital Strategies. OFS Capital For Busi ICV Partners. Resolute Capital For Busi	UTE AL VERS Dita
Agenda	Gur un	e your activities
Sea	Registration	
7:25-4 Ritz-Car Ballro	In DealSource Open Exhibiting private equity firms continue meetings with exhibiting investment banks in brief, pre-scheduled or impromptu meetings	
7:25-4 Ritz-Car Prefund	Deal Lounge OPEN Ion Our Deal Lounge is a great place to network and meet our sponsors and other general attendees at unreserved tables throughout the conference area	
7:30-7:50	TBD Exhibitor Unavailable for Meetings Click here if you'd like to block this time frame from your meeting schedule	
7:30-9 Tal Prefund	Im Breakfast Buffet, sponsored by Fidus Investment Corporation Enjoy our full breakfast buffet and start your day off right- you can grab breakfast and network or choose our Breakfast Breakout or our Moderated Table Topic Discussions	
7:50-8:10	am Exhibitor Unavailable for Meetings ED Click here if you'd like to block this time frame from your meeting schedule	
8-9 Talbot	Arc Breakfast Breakout Arc Breakfast Breakout Speaker is Frank Trotter, EVP, Chairman Global Markets, EverBank	
8-9 Talbot	am Breakfast Table Topics D/E	
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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.



Delete company

Edit company profile

John Castle Like Managing Partner at Branford ...

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

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Contacts at 2017 ACG Florida Capital Connection

Contact Branford Castle Partners

Austin Collier Like

Visit company website

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.

		Attendees	See all					
			Orin Port Deerpath Capit	Richard Preste. High Road Ca.	Heather Madland Huron Capital	Phil Dudley Bamboo Ros	Marsha Zeble OFS Manage.	y Y
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		Exhibitors	See all					
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e		A	Detroit, Michi	ri liagiang Iriented Investor ir gan tor	Like I Private Companies in	n the USA & Ca	nada - Huron Capit:	al Partners
t		Conta	act Heather	Edit profile	Delete person			
		Interests Represer	Recrea	ational Golfer and Capital	Cyclist, Budding Wine	e Enthusiast, Do	g Lover	
		About	Me	nance profession	al with 15 years experi	ience originating	structuring and e	vecuting debt a
		transac	tions in the middle m	arket.	ar with the years experi		, structuring, and c	locating door a
a		From: To:	You Jeff Mitchell, Senior Vic	e President at Bibby	Financial Services USA	Degua	at a masting	
			what would you		Send a message	Reque	st a meeting	
Yo Je ₩ Ei	ou Iff Mitchell, /hat wo nter a mess	Senior Vice President a uld you like to d sage to Jeff:*	It Bibby Financial Servic	About (es USA essage R	Contact Us Terms of Us	e Privacy Policy	© 2016 Presdo, Inc.	<4 Back
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_	What	would you like t	o do? Send a	message	Request a meeting	1		
	Meeting To meet	duration 20 minutes	☑ Iorida ACG Capital Cor	nnection, enter a m	essage to Jeff about the	e purpose of you	r meeting:*	
		3						
	The ever time and	nt organizer has recomr a location if they agree	nended certain times and to meet.	d locations for one-o	n-one meetings. Your inv	vitee will confirm w	ith a mutually available	3
	Note: if y	you have unusual time o	onstraints during the evo	ent, mention them in	your message so that yo	our invitee can pic	a good time.	
						17	Send	

Florida ACG - Home Your P

From: To:

From

2

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.

		Florida ACG • Mome Your Profile Tips Manage Events
Your me	eeting request has been sent.	
From: To: When:	You Jeff Mitchell, Senior Vice President at Bibby Financial Services USA To be decided when Jeff agrees to meet	<< Back Cancel meeting
Att Contract of Co	You requested to meet 1 minute ago TBD	Send a message

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...

	Florida ACG - Mome Your Profile Tips Manage Events
Senior Vice President at Bibby Financial Services USA Atlanta, Georgia	
There is a meeting request between you and Jeff	See request Edit profile Delete person
Representing Bibby Financial Services Messages/Meetings Jeff has connected with 1 person	6
To see Jeff's profile, click here.	Click to see shared connections or connect with this person.

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

		Fiolida ACG •	Home Four Frome Tips Manage Events
			presdomatch
All Announcements	Messages		<< Back to home
Ignored	Who	What	When
	Jeff Mitchell Senior Vice President at Bibby Finan	TBD ncia 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.

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.



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.

Clicking "See All Your Activities" brings you to this

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.

From:

To:

1