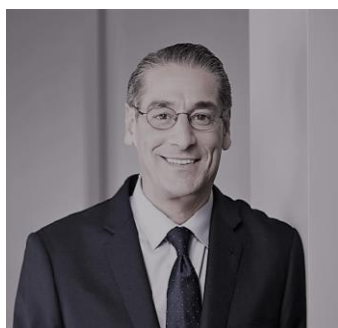


MAY 17, 2017 CES BREAKFAST***Gaining the Upper Hand in M&A:
How Well-Advised Buyers and Sellers Can Each
Make the Process Work for Them*****PANEL MEMBERS****Timothy Galpin, Clinical Professor of Management, Colorado State University**

Tim Galpin is a Clinical Professor of Management at Colorado State University, a management consultant, and author. He possesses both academic experience combined with extensive international professional experience as a management consultant and senior executive.

Throughout his career, Tim has consulted to firms in various industries around the world, helping them to successfully plan and implement complex efforts, including strategy formulation and execution, M&A due diligence and integration, business restructuring, and organizational culture change. Since joining academia in 2005, he has continued an active consulting practice, with recent clients including Verizon, Tampa Electric, and Bank of America.

As a recognized expert on strategy formulation and execution, mergers and acquisitions, workforce productivity improvement, organizational transformation, and culture change, Tim is often asked by the business media to provide insights on these topics. He has been featured on CNBC, Reuters Television, National Public Radio, and quoted in various publications throughout the world.

Tim Galpin holds a Ph.D. in Organization Development from UCLA, a Master's degree in Management from Southern Illinois University, and is a former Instructor at the National Outdoor Leadership School (NOLS).

Robert Heilbronner, Managing Director, Integris Partners

Robert brings to Integris Partners the skills developed in working on M&A and financing transactions of all sizes around the world. He has been the senior banker on engagements with large and middle-market clients since 1995. In recent years, he has been most active in the Consumer and Industrials sectors.

Prior to Integris, he was a Managing Director at Headwaters MB, where he was responsible for the Transportation / Logistics practice and also led transactions across industrial manufacturing and services sectors. Prior to that, he was a Director and Head of Transaction Execution in the 34-person Transportation Group at UBS Warburg.

He had joined UBS from Deutsche Bank, where he was a Senior Associate Director and founding member of their Transportation team. During his years at UBS and Deutsche Bank, Robert was based in London and worked on engagements across Europe, Asia, Africa, and Latin America as well as with US clients active in those areas.

Two transactions led by Robert have received public recognition by investment-banking publications as a “deal of the year.” Robert is on the Board of the Denver chapter of the Association for Corporate Growth (ACG), is active with Naturally Boulder and a mentor with Mergelane, and is the past President of the Rocky Mountain Princeton Club.

Robert graduated from Princeton University with an AB in History and Russian Studies, and has an MA in History from the University of Michigan. He speaks Russian.

MODERATOR

Josh Cashman, Founding Partner, Intrinsic Valuation



Josh Cashman is a founding partner of Intrinsic Valuation, a Denver-based valuation firm, specializing in business and complex securities valuations. Intrinsic's clients range from public and privately-held companies to private equity and hedge funds. Intrinsic focuses on the valuation of illiquid assets.

At Intrinsic, Josh performs business and intangible asset valuations for private and publicly-traded companies across the U.S. He has completed a wide variety of valuation engagements, including analyses involving financial reporting, tax, solvency/insolvency, estate planning, corporate finance, and expert witness/litigation support. In addition, Josh has performed analyses related to a wide variety of industries, including consumer products, financial services, packaged software, software as a service, telecommunications, healthcare IT, and online marketing.

Josh holds the Chartered Financial Analyst designation along with the Accredited Senior Appraiser title. He completed his Juris Doctor, Master's in Finance and MBA at the University of Denver.

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