

## Overview

ISG (Information Services Group) is a leading global technology research and advisory firm.

**2017 REVENUES:** \$269.6M

**2017 ADJUSTED EBITDA:** \$33.5M

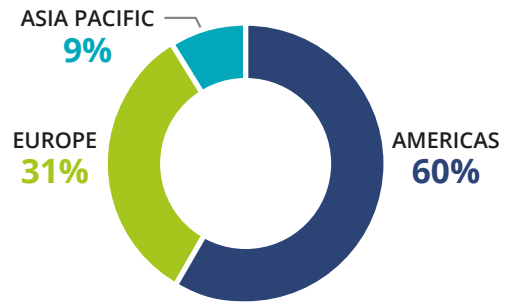
**EXCHANGE/TICKER:** NASDAQ/III

**INDEX MEMBERSHIP:** Russell 2000® Index

**HEADQUARTERS:** Stamford, Connecticut

**YEAR FOUNDED:** 2006

### REVENUE BY REGION



## Digital

Our Digital Advisory Services – including automation, cloud and data analytics – are in great demand by our clients, and are becoming a growing part of our business.



**40%**

Digital Share of Total  
4Q17 Revenues



**50%**

Share of Client Engagements  
with Digital Component

## Recurring Revenues

Our more predictable recurring-revenue streams – from subscription research, managed services, long-term government contracts, and subscription benchmarking and software services – continue to become a bigger part of our business



## Clients

ISG is committed to helping corporations, public sector organizations, and service and technology providers achieve operational excellence and faster growth.



Clients

**A TRUSTED  
BUSINESS  
PARTNER**



Global Enterprises

## People and Reach

The global team at ISG is known for its innovative thinking, market influence, deep industry and technology expertise, and world-class research and analytical capabilities.



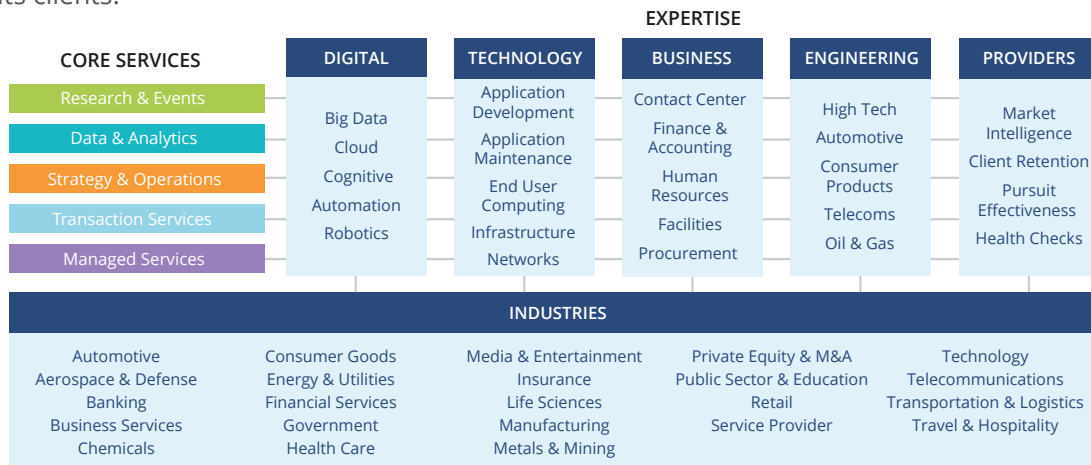
Employees



Countries

# Client Solutions

ISG draws on the right combination of its services, domain expertise and industry insights to develop the best solutions for its clients.



## Primary Businesses

### \*ISG Research™

ISG is a leading provider of subscription research and related consulting services for senior business and IT executives, technology and software vendors and business / IT services providers. Our trusted and objective insights into market trends and new technologies help our clients make better business decisions and create greater business value.

### \*ISG Consulting™

ISG helps private and public sector organizations transform and optimize their operational environments with a complete range of consulting services, focusing on information technology, business process transformation, program management services and enterprise resource planning. ISG consulting services include: Financial Analysis, Mergers and Acquisitions, Network Services, Operating Model Design & Implementation, Operations Benchmarking, Organizational Change Management, Performance Management, Qualitative Assessment, Renegotiations, RFX Services, Robotic Process Automation (RPA), Strategy, Transition and Transformation.

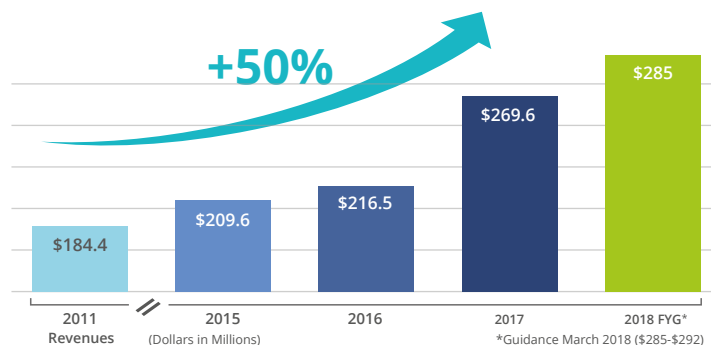
### \*ISG Managed Services™

ISG Managed Services helps clients realize the cost savings and operating efficiencies they expect from their sourcing arrangements. Our industry-leading systems, tools and controls are designed to consistently govern third-party agreements, and our expertise in service integration and management helps clients achieve operational excellence in multi-supplier environments.

### \*ISG Events™

Our industry-leading events include the ISG Sourcing Industry Conference (SIC) series, the premier annual event for service and technology providers in the Americas, EMEA and India; the ISG Executive Provider Summit, a high-value gathering of C-suite provider executives and ISG partners; the ISG Digital Business Summit series, regional events focused on emerging business technologies; the ISG Automation Summit, a conference focused on the latest trends in automation, and the ISG Paragon Awards™, honoring organizations for their contributions to the continuing evolution of sourcing.

## Improving Financial Performance



For more information, contact:

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