

PARTNER CONNECT EAST 2020



16 - 18 March, 2020 | Hyatt Regency Boston, MA

Opening night

- 5:00 Pre-event Workshop: Capturing Investor Relations Alpha
Location: Adrienne Salon on the 4th Floor (Hyatt Regency)
- 7:00 Ice breaker reception
Sponsored by **Alixpartners**

Day 1

- 7:30 Registration & networking breakfast
- 8:25 PEI welcome remarks
Seth Kerker, Director Events - Americas, PEI
- 8:30 Featured presentation | *AlixPartners - 5th Annual PE leadership Survey Results*
Ted Bililies, Managing Director and Chief Talent Officer, AlixPartners
- 8:50 **Keynote Panel: CIO Roundtable**
Kashif Siddiqui, Chief Investment Officer, Risk Management Foundation of Harvard Medical Institutions/ CRICO
Jae Yoon, Chief Investment Officer, New York Life Investment Management
Brendan MacMillan, Chief Investment Officer, (qp) global family offices
Moderator: Jim Snyder, Partner, Hammond, Kennedy, Whitney & Company
- 9:30 **A Conversation with Donna Brazile**
Donna Brazile, Veteran Democratic Political Strategist; Adjunct Professor; Author; and Syndicated Columnist
Moderator: Alastair Goldfisher, Venture Capital Editor, Buyouts
- 10:15 Networking break
- 10:45 Featured Content Panel 1 | Does PE have a bad rep on Main Street? If so, how can it be fixed?
Jason Mulvihill, Chief Operating Officer & General Counsel, American Investment Council
Jennifer Choi, Managing Director of Industry Affairs, ILPA
- Focus Panel 1 | The Rise of Growth Investing in SaaS + Cloud Computing
Rick Grinnell, Founder and Managing Partner, Glasswing Ventures
Dan Borok, Managing Partner, Newark Venture Partners
Moderator: Alastair Goldfisher, Venture Capital Editor, Buyouts



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- 11:15 Featured Content Panel 2 | Family Offices as Fund Investing LPs
Marc Sharpe, Founder & Chairman, Texas Family Office Association
Mitra Sen, Senior Director, Sen Family Office
Shuvam Bhaumik, Managing Partner, SB Investment Partners
Mehmet Budak, Founder and Chief Investment Officer, Bessley Capital
- Focus Panel 2 | Opportunities in Health Care Services
Matthew Blevins, Managing Partner, Clearview Capital
Stephen Cella, Principal, Sun Capital
Moderator: Whit Matthews, Senior Investment Director - Private Equity, Aberdeen Standard Investments
- 11:45 Featured Content Panel 3 | Instructional - Building an LP Base From Start to Funded
Tarek Saghir, Principal, Grove Street
Diane Mulcahy, Advisor, Senior Fellow, Director of Private Equity, Kauffman Foundation
Moderator: Michael Hompesch, Partner, Dubin Clark
- Focus Panel 3 | Operating Partners Tell-All: How GPs are Actually Delivering Value in Their Portfolio Companies
Marco Mendes, Head of Portfolio Support Group, North America, Advent International
David W. Averett, Managing Director, Peak Performance Group
Michael Magliochetti, Operating Partner, Riverside Partners
Dean Nelson, Senior Partner, Sageview Capital
Moderator: Marcin Sjazda, Director, BPEA Private Equity
- 12:15 Featured Content Panel 4 | How are LPs preparing for bumpier times?
Wes Bradle, Senior Portfolio Manager, State Board Administration of Florida
Udayan Mitra, Head of Investments, Altera Investments
Kaitie Gannett, Director - Private Debt & Equity, Northwestern Mutual Capital
Moderator: Dwight Keysor, Co-Founder and Managing Partner, Fry's Path Capital
- Focus Panel 4 | Creative Capital Structures
Pietro Cinquegrana, Managing Director, CDIB Capital
David Clark, Managing Director, Head of Financial Sponsors, Raymond James
Moderator: Michael Oates, Partner, Withum
- 12:45 Luncheon
- 3:00 Featured Content Panel 5 | Finding the Sweet Spot - LPs Dish Out Their Thinking When Investing in VC Funds of Various Sizes
Matt Curtolo, Director, Private Equity, MetLife Investments
Nirav G. Desai, Director of Investments, Boston Children's Hospital
Barbara Piette, Managing Principal, Knightsbridge Advisers
- Focus Panel 5 | RCP Advisors Research Launch - A Quantitative Look at ESG Performance in PE: Beyond the Qualitative Benefits
Ross Koenig, Principal, Head of Research, RCP
Deima Tankus, Analyst, RCP Advisors

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- 3:30 Featured Content Panel 6 | The (R)Evolution of Deal Sourcing
Chris Cathcart, Managing Partner, The Halifax Group
William Gonzalez, Senior Vice President, Business Development, Audax Private Equity
Sujit John, Senior Vice President - Private Equity Americas, Partners
- Focus Panel 6 | LP Corner - How are GP's Valuing Their Portfolio Companies?
Jared Barlow, Managing Partner, Kline Hill Partners
Charlie Bridge, Chief Financial Officer, WAVE Equity Partners
Moderator: Tom Angell, CPA, Partner, Withum
- 4:00 Featured Content Panel 7 | The 2020 Exit Market - What Are the Options for GPs?
Chip Hazard, General Partner, Flybridge Capital Partners
Keirsten Lawton, Managing Director, Co-Head of US Private Equity Research, Cambridge Associates
Moderator: Chris A. Lawrence, Managing Partner, Labyrinth Capital Partners
- Focus Panel 7 | Emerging Managers: The Economics of Seeding and Anchoring New GPs
Ryan Bailey, Managing Partner, Pacenote Capital
Ami Samuels, Partner, Gatewood Capital
Jared S. Weiner, Partner, Archean Capital Partners
Moderator: Steve Yardumian, Partner, Withum
- 5:30 *Afternoon networking break*
- 6:00 Fireside chat with Orlando Bravo and John Van Siclen, CEO of Dynatrace
Orlando Bravo, Founder and Managing Partner at Thoma Bravo
John Van Siclen, Chief Executive Officer, Dynatrace
Moderator: Chris Witkowsky, Editor, Buyouts
- 6:45 *Cocktail Reception*





Day 2

8:00 Networking Breakfast

9:00 LP Think Tank

- How to structure your portfolio in bumpy times
 - GPs behaving badly
 - Co-investment
 - How to best manage a team
 - GP stakes and GP led secondaries
 - Using data in your manager research
 - Most effective ways to conduct due diligence
 - Combating fees
- Facilitator: John Dickie**, Co-Head of U.S. Private Equity, Aberdeen Asset Management

GP Think Tank

- High valuations
- Managing LP relationships
- Co-investments
- How to best manage a team
- The economy and how to plan for a downturn
- Fee weary LPs
- Deal sharing amongst your peers
- Dealing with companies staying private longer

10:05 Opening remarks
Daniel Weinstein, Program Director, Buyouts Insider

10:10 Fireside Chat with Cerberus' Scott Wille: A Differentiated Approach to Private Equity
Scott R. Willie, Co-Head of PE & Senior Managing Director, Cerberus Capital Management
Moderator: Alastair Goldfisher, Venture Capital Editor, Buyouts

10:40 Networking break

11:30 Featured Content Panel 8 | The Institutionalization of the Independent Sponsor Market
Duran Curis, Founding Partner, Ocean Avenue Capital
Scott Johnson, Founder and CEO, SJ Partners
Scott Reed, Co-Head of US Private Equity, Aberdeen Asset Management
Douglas Song, Co-Founder & Managing Director, Prodos Capital
David Acharya, Partner, AGI Partners

12:00 Featured Content Panel 9 | Governance at the Seed Stage - Should Seed Investors Establish Formal Boards?
What's Best for LPs, GPs and Founders?
Masha Drokova, Founder, Day One Ventures
Andrus Oks, Founding Partner, Tera Ventures
Graham Pingree, Partner, Cendana Capital



Register today!

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