

# PARTNER CONNECT EAST 2020



October, 21-23 | 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**, 1Venture 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, Produs 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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