



## **Changing the Game: TPI's Acquisition by Information Services Group**

**Michael P. Connors, Chairman & CEO, ISG and TPI**

The marketplace response to TPI's recent acquisition by Information Service Group, Inc. (ISG) has been overwhelmingly positive and exciting.

Clients tell us they select TPI as their trusted advisor in sourcing strategies, implementation and governance based on our 19-year legacy of objective fact-based expertise.

As CEO of ISG and TPI, I can attest to the shared vision and sense of purpose that brought our organizations together. ISG has expertise in building data and advisory expertise to help clients succeed and become more competitive in their markets.

Together, TPI and ISG have started an ambitious journey to create a world-class information-based services company that will change the game of sourcing advisory services – a market segment created by TPI 19 years ago. We are intent on being world-class in all of the measures that matter, most notably in the value we create for our clients through our fact-based information and expertise.

So, what can clients of TPI expect to see in the months ahead? We are increasing our capital spending by over 50 percent to invest in new products and services; we have recently launched our new TPI Innovation Center that is focused on bringing new innovative product and service offerings to market, aligned with the sourcing strategies of organizations looking to move with confidence through offshoring, shared services, outsourcing and internal optimization; we are expanding our global footprint in Europe, Asia and plan to triple the size of our India operations; we plan to expand by about 50 percent, the industry's leading and most experienced advisor team of experts in sourcing strategy, implementation and governance to over 500 advisors in the next few years; we will expand our use of unique and proprietary TPI data, positioning it much more directly for the benefit of the decision-making of our clients; and finally, we believe that our capital structure as a publicly traded company, with 100 percent of our employees being shareholders in ISG, provides the currency with which to attract and retain the best talent in the world.

Our purpose is to help clients succeed and become more competitive in their markets. We know that our clients require expertise and fact-based information only available through a trusted and battle-proven source of advisors that is without equal.

TPI is the trusted source worldwide.

We look forward to expanding our relationship with you in the months ahead and know that as the U.S. and world economies weaken, TPI is committed to helping you remain competitive in your markets.

TPI is ready to serve you now! If you have thoughts or ideas on ways that we can make a more significant difference to your business, please contact our Partner and Chief Marketing Officer Peter Allen at [peter.allen@tpi.net](mailto:peter.allen@tpi.net) or drop me a note at [mconnors@informationsg.com](mailto:mconnors@informationsg.com).