

## DEALMAKERS

**Ronald J. Klammer** is a Managing Director and president of OEM Capital. In 1985 he co-founded its predecessor firm, a New York partnership, where he led its technology practice. He has over 35 years of experience in all aspects of the electronics industry. Previously, Mr. Klammer was a corporate vice president of Gulston Industries, Inc., a diversified NYSE electronics company, where he was responsible for initiating and closing the acquisition and divestiture of six businesses and returning four divisions to profitable growth. Prior to this, Mr. Klammer was vice president of Cross River Products, Inc., a venture-capital-backed manufacturer of consumer products. Earlier, he held various management and technical positions with General Electric's Missile and Space Division with a specialty in communication, control and computer systems.



Mr. Klammer holds a Bachelor of Electrical Engineering degree from Villanova University, a Master of Science degree from the University of Pennsylvania and a Master of Business Administration degree with distinction from Harvard University's Graduate School of Business Administration.

**Areas of Specialty:** Information technology and software communications, sensors and instrumentation.

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**Michael R. Simon** is a Managing Director of OEM Capital. Mr. Simon has over 15 years of corporate finance experience focused primarily on strategic mergers & acquisitions made on behalf of middle market and larger corporate clients, primarily cross-border transactions between Europe and the United States. Prior to joining OEM Capital, he was a managing director at Glocap Advisors, LLC. Earlier he was principal at American Corporate Services. Prior to joining American Corporate Services, Mr. Simon was a Senior Vice President and Portfolio Manager of Ferranti High Technology, a venture capital firm funded by UK based companies active in the technology industry and Baring Brothers (now ING Group N.V.) While at Ferranti, he was involved in raising capital, restructuring, M&A and valuation advisory for companies in the technology sector and served as a director of several portfolio companies. Mr. Simon also has operating experience with technology companies in a number of positions.



Mr. Simon earned a Bachelor of Arts degree from the University of Pennsylvania and a Master of Business Administration degree from the Stern School of Business at New York University.

**Areas of Specialty:** Information technology, photonics, sensors and electronics hardware.

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**Timothy E. Sweet** is a Managing Director of OEM Capital. Mr. Sweet has over 30 years of corporate finance experience focused primarily on private placements made on behalf of middle market and larger corporate clients. Prior to joining OEM Capital, Mr. Sweet was a Managing Director with Glocap Advisors LLC, a boutique investment banking firm, where he assisted companies in raising private equity, PIPEs and mezzanine capital. Earlier, Mr. Sweet was head of private placements at Stephens, Inc., where he completed over \$850 million in security placements. Prior to joining Stephens, Mr. Sweet headed the private equity group at Bear Stearns and prior to that was head of Dean Witter's private placement group. He has completed more than \$7.0 billion in financings over that period.



Mr. Sweet graduated from the College of William and Mary and has a Masters of Arts degree in International Relations from Columbia University. He received a Master of Business Administration from Harvard University's Graduate School of Business Administration.

**Areas of Specialty:** Private placements, growth and acquisition financings, recapitalizations.

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**Brian J. Kelley** has over 30 years of experience in the telecommunications industry. Previous to joining OEM Capital, Mr. Kelley was CEO and President of Cognitronics, Inc., a publicly traded telecommunications equipment company, where he was responsible for turning around operations and divesting non-core assets. Prior to this, Mr. Kelley served as Vice President of Sales and Executive Vice President of Business Development of Tie/communications, Inc. The company developed and marketed key systems, private branch exchanges, hybrid voice and data switching, voice mail, video conferencing and networking services to businesses. During his employment by the company, it grew from under \$30 million to over \$500 million in annual revenues. Mr. Kelley is currently Chairman of the Board of Directors of Tii Network Technologies, Inc., a public company providing copper and fiber interconnect and protection solutions to the telephone industry.



Mr. Kelley holds a Bachelor of Arts degree from the University of New Hampshire and a Masters of Business Administration Degree from the University of Connecticut.

**Areas of Specialty:** Telecommunications, communications software, and information technology.

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**Douglas B. Benedict** is a Managing Director of OEM Capital. Mr. Benedict has over 25 years of investment banking, corporate development, and private equity experience focused on mergers & acquisitions, corporate finance and capital markets transactions on behalf of small, medium and large corporate clients. Prior to joining OEM Capital, he was a managing director at MTN Capital Partners, a private equity firm focused on smaller and middle market acquisition opportunities. Earlier, he served as Senior Vice President for corporate and strategic development at the Cendant Corporation and Lockton Companies. While at Cendant, he led the company's preferred alliance, global procurement and global supplier services business units enterprise-wide. Mr. Benedict began his career in the mergers and acquisitions and corporate finance groups at Citigroup, Legg Mason and Prudential where he was involved in M&A, capital raising, and strategic advisory services for companies in the telecommunications, communications infrastructure, software, technology and financial services sectors.



Mr. Benedict has served and currently serves on a number of private and public company Boards of Directors. He earned a Bachelor of Arts degree in Economics from Harvard University and a Master of Business Administration degree from the Amos Tuck School of Business at Dartmouth College.

**Areas of Specialty:** Telecommunications, communications hardware and software, information technology.

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**Sharon K. Klammer** has over 25 years of marketing management and business consulting experience. She specializes in business development and market research activities on behalf of the firm and its clients. Previously, Ms. Klammer held several key marketing positions with the General Electric Company where she was responsible for corporate level marketing initiatives and marketing strategies for GE's consumer, industrial and financial businesses. Earlier, she managed marketing and sales consulting engagements for Fortune 100 companies on behalf of Cresap, McCormick & Paget, Inc., a general management consulting firm. At CMP, she worked with a wide corporate clientele to strengthen their competitive positions, identify new business opportunities and improve operating profitability.



Ms. Klammer holds a Master of Business Administration degree from Harvard University's Graduate School of Business Administration and a Bachelor of Arts degree from Immaculata College.

**Areas of Specialty:** Information technology and software.

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