

ZURI BRISCOE

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PROFESSIONAL EXPERIENCE

- 2/07 – Present** **Navigation Capital Partners** **Atlanta, GA**
Private Equity Vice President and Co-Founder for a \$294 million lower middle market private equity firm that has encompassed investments in growth capital financings and leveraged buyouts in niche business services companies.
- Recruited by the former CEO of Mellon Ventures to serve as the only Vice President in the firm
 - Lead transaction execution including deal sourcing, evaluation, structuring and documentation
 - Manage portfolio assets to maximize value through the application of strategic, financial and operational enhancements
 - Negotiate legal documents such as term sheets, letters of intent and stock and asset purchase agreements
 - Harvest portfolio through exit alternatives that include initial public offerings and strategic and financial buyer acquisitions
 - Serve as a Board Member or Board Observer for three portfolio companies
- 5/06 – 8/06** **Citigroup Private Equity Group** **New York, NY**
Private Equity Associate for an \$8.5 billion private equity firm focused on investments in the US and Europe for transactions that include leveraged buyouts, mezzanine capital financings and fund-of-funds investing.
- Evaluated investment opportunity merits on behalf of the senior management team members
 - Managed transaction due diligence processes through external and internal coordination efforts
- 3/03 – 7/05** **Mellon Ventures** **Pittsburgh, PA**
Senior Private Equity Analyst for a \$1.4 billion private equity firm that encompassed a broad scope of financial analysis and structuring alternatives for investments from middle-stage venture capital to long-term growth capital and leveraged buyouts in technology, financial services and industrial sectors.
- Appointed by CEO as the only analyst in the history of the fund to serve on the Board of Directors of a portfolio company
 - Sourced and evaluated potential investment opportunities with cumulative transaction values in excess of \$450 million for Mellon Ventures' senior management team
 - Conducted investment due diligence processes by analyzing market opportunity, operational strategy and competitive landscapes
 - Developed analytical models for sensitivity analysis, IRR determination, structuring alternatives and liquidation planning
- 7/01 – 2/03** **Morgan Stanley** **New York, NY**
Investment Banking Analyst for a global financial services firm covering a broad scope of services including mergers & acquisitions, reverse morris trusts, LBOs, spin-offs, equity offerings, MLPs, refinancings and recapitalizations.
- Evaluated pro forma impact on financial performance, market share, ownership structure and growth potential for various capital structure alternatives using complex financial models for cumulative transaction values in excess of \$2 billion
 - Performed valuations including industry comparable company, precedent transactions and merger consequence analyses
 - Developed senior banker presentations consisting of financial and industry analyses targeting clients in Forestry/Metals & Mining
 - Drafted SEC documents, equity & high-yield offering internal memoranda and rating agency/roadshow presentations
- 5/00 – 8/00** **Credit Suisse First Boston** **New York, NY**
Investment Banking Analyst for an international financial services firm.
- Performed comparable acquisition analysis for Media & Telecommunications companies to determine EPS accretion/dilution
 - Instituted a liquidity and capital analysis on book and market basis using data from Cable and CLEC companies
- 6/99 – 8/99** **Merrill Lynch** **New York, NY**
Financial Analyst for a leading financial services firm.
- Analyzed total monthly debt accruals relating to deals and trades for the Debt Markets Group
 - Managed an \$83 million revenue declaration for the Corporate and Institutional Client Group

EDUCATION

- 2005 – 2007** **Yale School of Management** **New Haven, CT**
Master of Business Administration, May 2007
- Robert Toigo Foundation Fellow; Dean's Scholarship Recipient
- 1997 – 2001** **Lehigh University, Rauch Business School** **Bethlehem, PA**
B.S. Finance; B.S. Economics; Minor: Communications (High Honors Degree Distinction)
- Member of Financial Management Association's National Honor Society; Economics Honor Society; and Dean's List: 1999 – 2001

PERSONAL

- Board Member, 21st Century Leaders. Interests include Pittsburgh Steelers, running, jazz and travel

Zuri Briscoe Private Equity Experience

PE Firm	Company	Business Description	Enterprise Value	Deal Role
Buyout Transactions				
NCP	Brown Trucking	Dedicated truckload carrier	\$50MM	Partnered with co-investor to source opportunity. Managed due diligence process. Directed financial analysis and valuation parameters. Coordinated information flow between co-investor, senior and subordinated lenders and company. Negotiated IOI, LOI, management employment, stock purchase and loan agreements. Invested \$19MM to fund the platform investment plus two follow-on acquisitions. Board Observer from initial transaction closing.
NCP	Prepaid Solutions	Payments company offering prepaid debit card solutions	\$8.3MM	Assisted with sourcing by partnering with proposed CEO and CFO to identify target company. Coordinated due diligence process. Negotiated LOI, management employment and LLC agreements. Invested \$14.2MM to fund the platform investment. Board Member since initial transaction closing.
NCP	Specialized Technical Services	Automated meter installation and meter reading company	\$7.1MM	Contributed to sourcing by partnering with proposed CEO to identify target company. Coordinated due diligence process. Directed financial analysis and valuation parameters. Assisted with the negotiated IOI, LOI, management employment and stock purchase agreements.
CPE	VNU	Information technology and media group	€9.5BN	Managed due diligence process by meeting with and reviewing materials prepared by the CFO and 3rd party diligence providers. Prepared and presented investment memorandum to the global group.
CPE	Excel Mining	Mine roof support systems (bolts, surface supports)	\$245MM	Coordinated due diligence process. Prepared and presented investment memorandum to the global group
Growth Equity Investments				
NCP	Definition 6	Interactive marketing and eCommerce agency	\$10MM	Co-sourced target company. Negotiated LOI, management employment and stock purchase agreements. Invested \$17.4MM to fund the platform investment including two follow-on acquisitions. Led the due diligence process for each acquisition, focusing on operational synergies, integration issues and financial performance. Board Member since initial transaction closing.
NCP	Exeter Finance	Specialty auto finance company serving lower FICO score consumers	\$23MM	Managed due diligence process. Directed financial analysis and valuation parameters. Coordinated information flow with co-investor. Negotiated IOI, LOI, management employment, stock purchase and loan agreements. Invested \$18.5MM to fund the platform investment. Board Member from initial transaction closing up to majority recapitalization of the company.
Deal Exits				
NCP	Exeter Finance	Specialty auto finance company serving lower FICO score consumers	\$877MM	Met with and screened sell-side investment bankers. Contributed to the offer analysis and negotiations to exit through a majority recapitalization with The Blackstone Group (\$277MM in equity and \$600MM in a revolving loan facility).
NCP	HireRight	Online employment screening solutions	\$249MM	Managed IPO listing. Monitored investment position and reviewed exit analysis upon the sale of the company to a strategic acquirer.
MV	Summit Global Partners	Insurance brokerage services	\$113.5MM	Directed the offer analysis and sell-side negotiations with a strategic acquirer.