

**Jack Warnock**  
**M & A and Corporate Finance Transactions**

1. **Metro Mobile CTS, Inc.**
  - \$2.4 billion acquisition of a New York-based cellular network company.
2. **Grupo Iusacell S.A. de C.V.**
  - \$1.04 billion acquisition of 46% of a Mexican wireless communications company.
3. **Grupo Iusacell S.A. de C.V.**
  - \$260 million IPO on the Mexican and New York Stock Exchanges.
4. **Sodalia S.P.A.**
  - \$156 million joint venture with STET to develop telecommunications system software in Italy.
5. **Eurotel**
  - Joint venture with US West and Czech and Slovak PTT's to deploy cellular and packet data networks.
6. **Firefox Communications, Inc.**
  - \$50 million acquisition of an IPX to IP gateway server software company.
7. **Vision Energy Resources, Inc.**
  - \$45 million divestiture of a propane distribution company.
8. **Campbell Services, Inc.**
  - \$15 million acquisition of a calendaring and scheduling software company.
9. **Linpro Specified Properties, Inc.**
  - \$18 million IPO for a real estate investment trust.
10. **Howard W. Sams, Inc.**
  - \$10.5 million acquisition of an industrial catalog publishing company.
11. **EAI Systems Corporation**
  - \$8 million acquisition of a Florida-based computer-aided dispatch software company.
12. **Bell Atlantic Public Sector Systems, Inc.**
  - \$8.5 million divestiture of a computer-aided dispatch software company.
13. **Bell Atlantic Healthcare Systems, Inc.**
  - \$7.5 million divestiture of a clinical information system software company.
14. **CCNB Corporation**
  - \$8 million public offering for a multibank holding company.

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15. **Harleysville National Corporation**
  - \$5 million IPO for a bank holding company.
16. **Thinking Machines Corporation**
  - \$3.15 million private equity placement for a data-mining software company.
17. **U.S. Order, Inc.**
  - Strategic alliance to support Bell Atlantic Home Management Services using Scanphone (pen-based phone system).
18. **Thinx Software, Inc.**
  - Divestiture of non-strategic software assets to an employee-owned company.
19. **Racal Vodafone, Ltd.**
  - \$2 billion acquisition of all or part of a UK-based cellular company.
20. **Western Wats, Inc.**
  - \$130 million acquisition of a provider of outsourced data collection services to the market research industry.
21. **TelAmerica Corporation**
  - \$50 million private equity placement for an acquirer of rural local exchange carriers (RLECs).
22. **Litel Communications, Inc.**
  - \$20 million private equity placement for a fiber optic transmission company.
23. **Industrial Valley Title Insurance Co.**
  - \$20 million debt restructuring and sale for a title insurance company.
23. **Flake-Wilkerson, Inc.**
  - \$20 million acquisition of a market research services company.
24. **QCI Corporation**
  - \$18 million private debt and equity placement for a printed circuit board manufacturing company.
25. **Information Network Radio, Inc.**
  - \$15 million private equity placement for a start up satellite radio program developer.
26. **Opinion Research Corporation**
  - \$14 million MBO of a market survey, research and database company.

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- 27. **Pilot Software, Inc.**
  - \$10 -\$15 million merger of Thinking Machines Corporation with an OLAP software company.
- 28. **International Data Processing, Inc.**
  - \$10 million private equity placement for an insurance software services company.
- 29. **Chem Clear Corporation**
  - \$6 million private debt placement for an environmental waste disposal company.
- 30. **Issues and Answers, Inc.**
  - \$6 million acquisition of a market research services company.
- 31. **U.S. Golf Management, Inc.**
  - \$5 million private equity placement for a golf course management company.
- 32. **Pentech, Inc.**
  - \$5 million sale of a home infusion therapy company.
- 33. **Moskowitz Jacobs, Inc.**
  - \$5 million acquisition of a market research services company.
- 34. **Opinion Access Corporation**
  - \$4.5 million acquisition of a market research services company.
- 35. **Decision Insights Corporation**
  - \$4 million acquisition of a market research services company.
- 36. **Whalon's Furniture, Inc.**
  - \$3.5 million sale of a retail furniture store company.
- 37. **Office Communications, Inc.**
  - \$2 million private equity placement for a telecommunications service company.
- 38. **Mach Design Systems, Inc.**
  - \$2 million private equity placement for a start up developer of electronic design automation systems.
- 39. **V-Span, Inc.**
  - Financial advice on the acquisition of a video conferencing services company.
- 40. **Word Wave, Inc.**
  - Financial advice on the acquisitions of closed captioning services companies.

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- 41. **ICT Group, Inc.**
  - Strategic advice on potential acquisitions of call center, tech support, CRM and market research companies, and finance restructuring options.
- 42. **Strategic Link Consulting, Inc.**
  - Strategic options advice regarding the sale of this IT consulting and integration services company.
- 43. **ResortQuest International, Inc.**
  - Financial advice on numerous acquisitions of resort property management companies.
- 44. **Qualtronics Corporation International**
  - Strategic advice regarding restructuring, refinancing, sale and joint venture options.
- 45. **Telecommunication Specialists, Inc.**
  - Valuation opinion and financial advice to a telecommunications equipment distribution and leasing subsidiary of Bell Atlantic.
- 46. **Mountain States Mineral Corporation**
  - Valuation opinion for a mine engineering and consulting company.
- 47. **Ecta Corporation**
  - Valuation opinion and financial advice to an insurance marketing software company.
- 48. **Project Mermaid**
  - Joint venture to bid for a GSM digital cellular license in Denmark.
- 49. **Project DON**
  - Joint venture for building and financing a digital overlay wireline network in the Czech Republic.
- 50. **Project White Eagle**
  - Joint venture to bid for an analog cellular license in Poland.
- 51. **Project Four Leaf Clover**
  - Joint venture to build a second telecommunications company in Ireland.
- 52. **Project Bayonet**
  - Acquisition of a California-based telecommunications network management company.
- 53. **Project Avila**
  - Joint venture to bid on a cellular license in Venezuela.

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- 54. **DocuSource**
  - Strategic alliance for the development and marketing of a hypermedia software product.
- 55. **Project Stargazer**
  - Various joint ventures to develop, build, own and operate interactive multimedia entertainment, transaction and information service lines of business.
- 56. **Project Homebase**
  - Acquisition of a cable operator's transport assets.
- 57. **Project Saw**
  - Divestiture of a computer systems maintenance company.
- 58. **Project Tropic**
  - Acquisition of the government-owned telecommunications company in Puerto Rico.
- 59. **Project Milli Vanilli**
  - Acquisition of an equity interest in an international cellular company.
- 60. **Project Long Ship**
  - Joint venture to bid for a GSM digital cellular license in Norway.
- 61. **Project Athena**
  - Joint venture to bid on a GSM digital cellular license in Greece.
- 62. **Project Lisbon**
  - Joint venture to bid on a GSM digital cellular license in Portugal.
- 63. **Project Stallion**
  - Acquisition of an equity interest in a European-based wireline telephone operation.
- 64. **Project Kafka**
  - Acquisition of an equity interest in the government-owned telecommunications company in the Czech Republic.