



Everest Group Adds Key Seasoned Talent in Esposti, Andrews, Satterthwaite

Appointments Position Global Firm to Address Client Demand and Continued Growth

Press release

DALLAS and LONDON, March 31, 2010 – To address growing client demand for insight, knowledge and flexible approaches on how to reap maximum value from the design, implementation and delivery of outsourcing, offshoring and shared services models, [Everest Group](#), a global [consulting](#) and [research](#) firm that comprehensively serves the sourcing market, has added depth to its team with the appointments of [Carl Esposti](#), principal, Americas; [Nick Andrews](#), principal, EMEA; and [Hank Satterthwaite](#), senior vice president.

“Everest Group has added significant depth and talent across our focus areas and geographies with Carl, Nick and Hank joining our global consulting and research team,” said [Peter Bendor-Samuel](#), chief executive officer, Everest Group. “From our vantage point, organizations need experienced know-how to address the co-existing needs of labor arbitrage, business transformation and ongoing post-transaction management. These leadership additions provide strong infusions of experience, success and knowledge that will greatly benefit our firm and most importantly our clients.”

Esposti, whose role at Everest Group includes the development of new offerings and strengthening of industry partnerships among other responsibilities, brings 20 years of sourcing experience to Everest Group. An expert in IT Outsourcing (ITO) and Business Process Outsourcing (BPO), Esposti’s specialty focus areas include process reengineering, implementing back-office offshore capability, and peer-to-peer business models. Additionally, he possesses significant experience in advising and facilitating business integration and tackling the sourcing challenges presented by mergers, acquisitions and divestitures. Prior to Everest Group, Esposti held several leadership positions at TPI, a sourcing advisory firm, including partner and founder of the firm’s European practice. Esposti’s career depth also includes previously held leadership positions at Perot Systems, CSC, CFM Group (now Fujitsu), Accenture and Computer Associates.

Andrews, who will head Everest Group’s Europe, Middle East and Africa (EMEA) office, possesses more than 25 years experience and has held leadership roles in the development and execution of many of the industry’s largest European BPO deals. Experienced in human resources, finance and accounting, procurement, and IT transitions, his specialty areas include contract negotiation, sourcing strategies, and governance frameworks. Career experience includes managing director at sourcing advisory firm EquaTerra, a role in which he was responsible for operations and service delivery in Europe and launch of a specialist sourcing/outsourcing advisory business. He also was a founding partner of Alsbridge Consulting and, previously, a partner with Ernst & Young where he developed its European outsourcing practice. He previously held other positions at Accenture, EDS (now HP) and HP. Andrews is a graduate of Nottingham University in the United Kingdom.

Satterthwaite, whose focus will include building and deepening client relationships for [Everest Research Institute](#) and the [Outsourcing Center](#), joins Everest Group with more than 20 years of experience in the consulting and professional services industries, including chief executive officer of two private IT consulting organizations and as the visionary founder of Gartner Consulting. During his career at Gartner, where he held numerous leadership positions with increased responsibilities, he opened 22 offices in 16

Media contacts

The Point Group – America & Europe

Scott Tims

Office: +1-214-378-7970 (Ext-278)

Mobile: +1-214-957-6785

stims@thepointgroup.com

Martha Cook

Office: +1-214-378-7970 (Ext-240)

mcook@thepointgroup.com

R&PM: Edelman – Asia

Varghese Cherian

Office: +91-124-4131-400 (Ext-36)

Mobile: +91-956043-2266

varghese.cherian@edelman.com

Priyangshu Dutta

Office: +91-124-4131-400 (Ext-14)

Mobile: +91-971753-7878

priyangshu.dutta@edelman.com

countries and transformed the company into a worldwide consulting business. In addition to providing private consulting to venture firms and emerging technology companies, Satterthwaite's career includes leadership of Meta Group's global consulting practice in 19 countries with responsibilities for benchmarking, security, infrastructure, sourcing and management consulting. He also served as chief executive officer of Opcenter and Snickelways and held other leadership and consulting positions with INSIGHT Group, Safety 4 Kids, Accenture, Wang Labs, and IBM. Satterthwaite is a graduate of Yale University.

For more information about Everest and its global sourcing capabilities, please visit www.everestgrp.com, email info@everestgrp.com, or call +1-214-451-3000.

About Everest

Everest Group is a global consulting and research firm that comprehensively serves the sourcing market. An industry leader since creating the sourcing consultancy practice in 1991, Everest has earned a worldwide reputation for ongoing innovation by helping clients capture optimum value through sourcing strategies and implementation. Everest provides information, insight, and advice to help buyers, suppliers, and enablers of services effectively navigate all stages of the sourcing lifecycle. Committed to thought leadership, Everest is noted for its fact-based analyses and insights on the outsourcing, offshoring and shared services marketplace. For more information, please visit www.everestgrp.com and www.everestresearchinstitute.com.

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