



## ***MICHAEL J. THOMPSON JOINS TRG'S BOARD OF DIRECTORS***

### ***Brings track record of driving rapid growth in SaaS businesses to further TRG's upward trajectory***

August 8, 2016 – New York & London – The Roberts Group (TRG), a global leader in helping financial institutions manage their market data inventory, enterprise subscriptions and associated expenses, today announced the appointment of Michael J. Thompson to the board of directors.

Thompson is a proven senior software executive in the Mobile, Automotive, and Enterprise market segments, with deep experience in product innovation and cloud platforms. Thompson worked at Nuance Communications, a leading provider of voice recognition and language solutions, until March 2016. As Executive Vice President and General Manager, Thompson built the Nuance Mobile Division from its earliest days to approximately \$400M in annual revenue. Prior to that, he was an Executive in the Nuance Enterprise Division with roles in North America and Europe.

TRG chairman and founder Robert Leitner said "Mike brings invaluable experience driving rapid growth in software as service (SaaS) businesses across a range of economic and competitive environments. His expertise will help the board further shape TRG's growth strategy and build on our impressive upward sales trajectory since Polaris Partners invested in 2014".

"I'm delighted to join TRG which has both an impressive track record and amazing growth potential in the FinTech sector and beyond" said Michael Thompson. "I look forward to working with the board and TRG's executive team to add further value to the existing client base while expanding the company within, and beyond, the financial services and market data sectors".

### **About The Roberts Group**

TRG provides expense management solutions enabling enterprises to gain total cost transparency and control of their entire universe of corporate subscriptions and vendor relationships. Founded by senior IT executives from global investment banks in 1998, TRG provides software and services which help companies streamline their expense management, reduce costs, and make informed decisions about spend on subscription-based services including market data, software, research, information services, consulting, and more. TRG's clients manage billions of dollars in recurring costs using TRG's advanced expense management platform FITS. With FITS, vendor contracts, procurement, invoicing, and expense allocations can be expertly managed, providing detailed reporting down to the employee-level, enterprise-wide cost transparency, and accurate control of all commercial and financial relationships with vendors. TRG's unrelenting commitment to exceeding clients' expectations, coupled with deep business and technology expertise, has earned it a reputation for delivery that is the envy of the industry. With client retention rates over 95% and numerous competitor product displacement success stories, FITS provides the industry's highest quality, most trusted solution with the highest level of service to match.

### **About Polaris Partners**

Founded in 1996, Polaris Partners has more than \$3.5 billion in capital under management invested into a diverse portfolio of technology and healthcare companies throughout their lifecycles. From the earliest startup phases through the growth stages, Polaris Partners takes minority and majority positions alongside outstanding management teams to help grow industry leading companies. With offices in Boston, San Francisco and Dublin, Polaris partners with an unparalleled network of repeat CEOs, entrepreneurs, top scientists and emerging innovators who are positioned to make a significant impact in their fields and vastly improve the way in which we all live and work. The result: Hundreds of growing companies, thousands of jobs generated, and billions of dollars of value created. For more information, visit:

[www.polarispartners.com](http://www.polarispartners.com).

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