



GLG Systems | 2H09 Statement of Direction

September, 2009

INTRODUCTION

Gerson Lehrman Group (GLG) provides technology and services to support a marketplace for expertise. Since 1998, its platform for consultation and collaboration has helped the world's leading financial services firms, consultancies, corporations, and nonprofits find, engage, and manageSM experts in a broad range of industries and disciplines. GLG's unparalleled network of the world's leading expert consultants, known as the GLG CouncilsSM, includes more than 200,000 subject matter experts, who educate and provide insight to decision makers through a wide range of consulting methods, including telephone consultations, expert surveys, and seminars. GLG has invested in one of the world's most sophisticated infrastructures for expert recruiting, payment, contracting, and compliance.

Because GLG believes strongly in the value of developing new and improved methods of engagement for clients to better leverage the expertise of GLG Council MembersSM (CMs), it is committed to providing industry-leading technology to its clients.

This document outlines the advances GLG plans to introduce to its systems during the second half of 2009.

GLG RESEARCH MANAGEMENT PLATFORM

The GLG Research Management PlatformSM (RMP) is a Web-based application that enables clients to manage their GLG experience. It allows clients to search for relevant GLG Council Members (CMs), organize their research, and monitor their usage. The RMP already includes modules for project, contact, event, and compliance management. As it evolves, users can leverage the RMP for idea generation and discovery, making it the premier tool to track the experts, companies, and topics they care most about.

CM-Client Connections

The RMP will enable clients to receive updates directly from CMs with whom they have consulted previously. Clients can opt-in to stay abreast of new developments from those CMs they find most valuable and can instantly engage them when a follow-up consultation is desired.

Expected availability: 3Q09



Client Integration Services

GLG is actively pursuing opportunities to integrate RMP services with client applications and internal networks. There are numerous examples of opportunities to extend the value provided by the RMP, such as single sign-on, search integration, an RMP desktop widget, and APIs and data feeds for deep integration with corporate intranets and with popular information service providers.

Expected availability: 4Q09

GLG SURVEY PLATFORM

The GLG Survey PlatformSM offers clients the ability to aggregate Council Member (CM) responses to a wide variety of question types. The flexible design of the Survey Platform enables clients to conduct a range of Polls, Q&As, and Surveys of targeted populations, while allowing for scheduling repeat questions or populations to correspond to relevant research schedules, such as quarterly earnings reports or monthly economic data.

Respondent Groups and Quotas

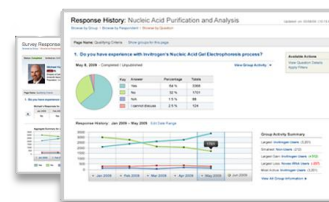
GLG clients will be able to leverage responses to dynamically create highly focused groups for targeted Q&As and Surveys. Clients will also be able to vary payment rates by group and can set quotas to close Q&As and Surveys once the quota has been fulfilled.

Expected availability: 3Q09

Un-Blinding of Respondents

With CM approval, GLG clients will have the ability to choose to see respondent profiles in the results view of completed Q&As and Surveys. Since the Survey Platform already provides the industry's only solution for following up with respondents the client finds interesting or insightful, this feature is intended to expedite the process while helping to maintain survey compliance standards.

Expected availability: 4Q09



Videos Within Questions and Answers

Clients will be able to utilize the Survey Platform to embed videos into a question or into answer options in a multiple-choice question. For example, respondents can be presented with a video to identify or break down, or be offered a series of visual scenarios from which to pick the most likely to succeed. Clients can benefit from deeper analysis and the opportunity to test hypotheses that might have otherwise required an in-person assessment.

Expected availability: 4Q09

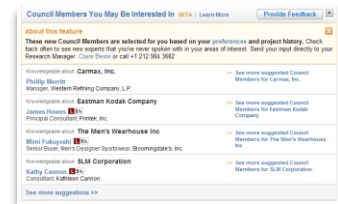
GLG SEARCH

GLG search technology serves as the backbone for all GLG systems. Combined with Council Member (CM) profiling and data management, GLG search helps to increase match quality, project fulfillment efficiency, and client satisfaction. With the introduction of the Client Interest Profiling and Recommendation System (CIPRS) in the first half of 2009, GLG search took a major step forward. CIPRS is an intelligent client management application, providing a sophisticated interface to track, understand, and act on client information in ways that were previously not possible.

Suggested CMs for Healthcare Topics

Initially, CIPRS enabled clients to view suggested CMs, based on the public stock tickers those clients followed in the past. CIPRS insights will be leveraged in a new way in the third quarter of 2009—delivering suggested CMs based on a wide variety of healthcare topics such as specific drugs or indications. With client approval, GLG systems, including the Research Management Platform (RMP), will automatically notify GLG clients of CMs with expertise in healthcare topics in which the client has previously expressed interest.

Expected availability: 3Q09



GLG CONSULTING MANAGEMENT PLATFORM

The Consulting Management PlatformSM (CMP) is a Web-based tool designed to enable GLG Council Members (CMs) to better leverage the GLG network in order to find and accept projects, market their expertise, refer colleagues, write GLG News, and manage their payments.

OPL Targeting and Syndication

The Open Project List (OPL) enables client projects to gain extra exposure to a larger set of CMs. By improving the targeting of the OPL, CMs will see more and better targeted projects when viewing the OPL from within the CMP. This enhancement leverages significant advancements in the GLG search algorithm to help identify better matches and provide faster fulfillment.

Expected availability: 3Q09

CM-Client Connections

The CMP will provide all CMs with an integrated comprehensive list of the clients with whom they have worked. Additionally, On-call eligible CMs can communicate directly with clients, updating them on developments in their areas of interest or in their careers. This increased visibility can lead to deeper relationships and more consulting opportunities for CMs.

Expected availability: 3Q09

CMP Mobile Access

Many important CMP features will be made available on the RIM BlackBerry® and Apple® iPhone™ platforms. Using their mobile devices, CMs will be able to accept and decline projects, view and apply to projects on the OPL, set their availability status, and request payments. It is anticipated that GLG research professionals and clients will receive better and faster responses to project invites.

Expected availability: 3Q09 (Blackberry), 4Q09 (iPhone)



Expanded Payment Options

GLG has developed the most advanced payment infrastructure in the industry. By the end of 2009, GLG aims to roll out approximately 20 new country and currency payment options and give international CMs the ability to create their own electronic payment accounts. This will facilitate and accelerate the payment process for both GLG and its clients, enhancing GLG's value proposition to attract leading expertise providers to the GLG Councils, particularly in emerging markets.

Expected availability: 4Q09

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