

## VirtualCDO Acts as M&A Advisor in Sale of VasTech to Lawson Software

**GREAT RIVER, N.Y., May 6, 2008** – VirtualCDO acted as the M&A advisor to VasTech (Annapolis, MD) in the sale of the company to Lawson Software (St. Paul, MN). VasTech, a provider of workforce management software and services, assisted healthcare, hospitality and government service companies in the U.S. and Canada. Lawson provides enterprise software and enterprise management services to some 4,000 customers across 40 countries.

VirtualCDO (<http://www.VirtualCDO.com>), a M&A and corporate growth advisory firm based in Great River, NY, assists healthcare and technology companies with M&A advice, business strategy and corporate governance. VirtualCDO (short for Virtual Corporate Development Officer) provides small and medium-sized technology companies with C-suite management skills usually found only in large corporations. To learn more about VirtualCDO's services and clients, see <http://www.VirtualCDO.com/dealsprojects/vendors.html>.

According to Josh S. Vance, previous president and CEO of VasTech and now with Lawson Software, (<http://www.Lawson.com>), "VirtualCDO engineered a complete transformation of our business in less than nine months. From analyzing our current markets and streamlining our sales processes to hands-on partnership, sales, and M&A advisory activities, VirtualCDO enabled us to take VasTech to the next level. As a mid-size business with limited resources, we looked for an immediate return on every dollar we spent; engaging VirtualCDO proved to be one of the best investments we ever made since our inception."

Larry Dunivan, vice president of global Human Capital Management products for Lawson Software, noted that "Initially we wondered whether a seller's M&A advisor might slow the acquisition. Just the opposite was true in this case. In the end, we experienced an efficient and quick due diligence process, which ultimately benefited both seller and buyer."

VirtualCDO's M&A advisory services focus on engineering win/win deal scenarios for both buyer and seller to maximize return-on-investment (ROI) results in every transaction.

James R. Brennan, FACHE, is the managing director of VirtualCDO. A former industry expert with Symbol Technologies, AT&T and others, he has served as a strategic M&A advisor to many technology companies and has managed more than 130 IT contract negotiations.

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