
Description: During this fast-paced 90-minute session, we cover:

- 2007 Sector Trends:
  Find out how the 22 high-tech markets fared last year

- An Insider's View into Deals:
  Who's buying, and what they're looking for

- Strategic Acquisitions:
  What acquirers are paying, what deal structures they're using, and why values are on an upswing since 2005

- IPOs vs. M&A:
  Who's dominating, and why

2007 M&A activity was a complex mix of good news/bad news. Rattled by the weakening US dollar, and sub-prime mortgage crisis that turned into a global credit crunch:

Worldwide deal volume fell 26% during 2H07, and the average deal size slipped 28%. Private equity deal volume fell off too, down 65% during this same period. The cost of debt jumped when investors became wary of lending money, making it harder for private equity firms to pay top dollar to acquire companies and still generate healthy returns.

Yet despite all this negativity:

- 2007 M&A activity still shattered all previous records, including 2000's inflation-adjusted figure of slightly more than $4 trillion.
- Mega deals made by strategic/corporate buyers more than doubled from the third quarter.
- US deal volume stood at $1.55 trillion, up 1% from 2006 and just below 1999's record total of $1.56 trillion.
- And the tech sector itself saw nearly 5500 deals at a dollar volume of $262.4 billion.

What does this mean to the CEO of a small to mid-size software company?

During this executive briefing hosted by Corum Group, you'll get an insider's view of the deals being completed, who is buying, and what they are looking for in a target. You will be in the front row to learn what acquirers are paying, what deal structures they are using, and what has driven deal values up significantly since 2005. In addition, we will review 22 markets and how they fared in 2007; and forecast where the hot opportunities will be during 2008.

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