

## INNOVATION & TMT PRACTICE

The Digital Multiverse—Software/SaaS, Data/AI, VR/AR and Social Media—powers innovation and the Global Economy. As new challenges continue to rise once the power of 5G, Big Data and AI come together in an Internet of Things, many existing models will be upended.

Great leaders—CEOs and their gifted C-Suite team—thrive in such circumstances, whether they manage businesses in the ever-dynamic Multiverse or they apply their special innovation skills to new businesses and sectors seeking Tech-Digital operating literacy and value creation.

At Raines, we find such leaders—Innovators, exceptional Finance, Operational and Tech managers—who know what great looks like and how to manage and develop for it. They work in an agile fashion. They demand diversity of team and ideas; they thrive in complexity; they create new contexts, and they have personal/professional gifts that motivate teams to achieve great things. Finding individuals with this Innovation Competency takes hard work—a unique blending of identification, interviewing, assessment and 360 referencing. Our placements have transformed businesses, introduced game-changing products and services, and driven tens of billions of dollars in new value for their companies.



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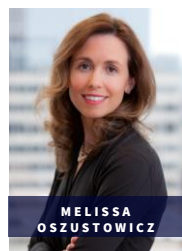
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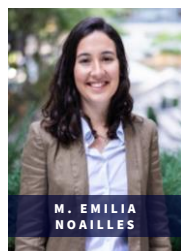
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**CHANGE IS  
GOING TO  
HAPPEN**

**THOSE WHO  
EMBRACE IT  
TAKE THE**

**raines**

*Our commitment to difference making is an absolute mandate that guides our search for people who create real change. It informs every step of our proprietary process and leads to meaningful success and consequential impact. In every partnership, we pledge to deliver change and to make a difference.*

### ADVISORY SPECIALIZATION

- Executive Search: CEO, C-Suite, Senior Team Builds, Board Directors
- Raines LOT Advisory: Assessment, Succession, Organizational Change
- M&A Integrations, Transformations, Restructurings

### INDUSTRY EXPERTISE

- Software/SaaS/Digital Platforms
- Data Analytics/AI
- Mobile/5G
- Communications Infrastructure
- IoT
- Cyber
- VR/AR
- Media/Marketing/PR
- IT Management

**PLACEMENTS:  
INNOVATION & TMT PRACTICE**

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**PRIVATE EQUITY-BACKED  
DIGITAL MEDIA COMPANY**

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- Chief Revenue Officer

**UNICORN TECHNOLOGY  
REAL ESTATE COMPANY**

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- Chief People Officer

**MULTIMILLION-DOLLAR  
SAAS COMPANY**

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- Chief Financial Officer

**PRIVATE EQUITY-BACKED  
EDUCATION TECHNOLOGY  
COMPANY**

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- Chief Marketing Officer
- Vice President, Operations

**MULTIMILLION DOLLAR  
DATA SOLUTIONS  
COMPANY**

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- Chief Executive Officer
- Multiple Board Members

**MULTIBILLION DOLLAR  
TELECOM COMPANY**

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- Chief Executive Officer
- Chief Technology Officer

**FORTUNE 150  
TECHNOLOGY COMPANY**

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- Chief Strategy Officer
- Chief Talent Officer
- Head of Diversity & Inclusion

**HIGH-GROWTH  
GENEALOGY COMPANY**

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- Chief Communications Officer
- Vice President, Consumer Communications and PR
- Vice President, Consumer Insights

**MULTIBILLION DOLLAR  
DATA SYSTEMS COMPANY**

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- Chief Technology Officer
- Senior Vice President and General Manager, Consulting Services
- Vice President, Strategy and Re-engineering

**MULTIBILLION DOLLAR  
PE-BACKED SATELLITE  
ENTERTAINMENT PIONEER**

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- Chief Executive Officer
- Chief Financial Officer
- Senior Leadership Team

**MULTIBILLION DOLLAR  
DATA AND ANALYTICS  
COMPANY**

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- Senior Leadership Team

**PUBLIC MULTIMILLION  
DOLLAR INFORMATION  
TECHNOLOGY COMPANY**

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- Chief Human Resources Officer
- Chief Information Officer
- Multiple Board Members

**MULTIBILLION DOLLAR  
LIFE SCIENCES COMPANY**

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- Chief Financial Officer and Chief Operations Officer
- Chief Marketing Officer

**BILLION DOLLAR  
DIGITAL PIONEER**

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- Board Advisory
- Chief Financial Officer
- Chief Marketing Officer

**BILLION DOLLAR DATA  
ANALYTICS COMPANY**

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- Chief Executive Officer
- Senior Leadership Team