

FOR IMMEDIATE RELEASE

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EDWARD HARDY PAYNE JOINS VALEO STRATEGY GROUP

[Columbia, SC – March 14, 2019] - Valeo Strategy Group announced today that Edward Payne joined the company as Managing Partner and Chief Research Officer. Mr. Payne is a Competitive and Market Intelligence expert with more than 20 years' experience. He is skilled in human intelligence collection, research design and analysis. His specialties include primary sourcing, exhibit/event collection, strategic positioning, and sales strategy.

Mr. Payne's experience spans a range of industries and research methodologies including:

- Technology
- Education
- Financial Services
- Insurance
- Manufacturing
- Consumer Goods
- Technology
- Public Policy
- Competitive Positioning
- Market Analysis
- Win/Loss Analysis
- Competitor Profiling
- Benchmarking
- Senior Executive Sourcing

Prior to joining Valeo Strategy Group, Mr. Payne's experience included a decade serving as the research director for Fuld + Company, a global research and strategy consultancy. He also established the competitive and market intelligence departments of Cross-Country Staffing and respected technology and research consulting firm, Giga Information Group. Mr. Payne has also worked as a private investigator and as a senior national political party analyst. Mr. Payne graduated with a Bachelor of Arts degree from Denison University.

"We are truly fortunate to welcome Ed to our leadership team. His depth of experience and commitment to excellence will help to further strengthen our ability to most effectively serve our Fortune Global clients," said Lisa Hicks, Managing Partner.

"I am delighted to join the management team at Valeo. The company has a compelling reputation for delivering the highest quality of strategic intelligence and consulting for its clients. I am looking forward to getting to know each of our clients and collaborating on their future strategic plans," said Mr. Payne.

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Valeo is an essential partner when you need to inform your strategic decision-making. "Valeo" Comes from the Latin "to Win". The company's mission is to help clients outmaneuver and outperform their competitors. For over a decade, many of the Fortune Global 2000 have turned to Valeo to inform their successful strategies. Executives utilize Valeo Strategy Group's resources to bring difficult to obtain insights about their competitors, potential customers, channel partners and global markets to their decision-making. The company helps to take the guesswork out of strategic planning so that the best results are achieved, with the least possible cost, and in the shortest amount of time. For more information visit: www.valeostrategy.com.