



## padilla speer beardsley

MINNEAPOLIS

NEW YORK

### General Description/History

Padilla Speer Beardsley is a multispecialty communications firm with headquarters in Minneapolis and an office in New York City. The firm's dedicated investor-relations experts help emerging and high-growth companies communicate strategic messages to key influencers, from sell-side analysts to institutional investors to business media.

### Interest in New Ventures and Description of Recent Activity:

Private companies rely on Padilla for corporate positioning, compelling on-line and print materials, and effective presentations to attract venture funding, strategic partners and/or media coverage.

For public companies, the firm's communications services range from providing disclosure counsel to mergers and acquisitions communication to handling executive transitions.

Padilla was named America's 2010 Best Agency to Work For by *The Holmes Report* and a finalist for 2009 Midsize PR Agency of the Year by *PRWeek* – two leading organizations of the communications industry. The firm also was awarded the 2008 Minnesota Keystone Award for its community contributions and pro bono services.

If you'd like to learn more about how Padilla can help achieve your business goals, visit [www.psbpr.com](http://www.psbpr.com) or call Marian Briggs at 612-455-1742.

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**Marian Briggs**, Senior Vice President, leads the firm's investor and corporate relations practice. She offers significant experience in corporate positioning, media relations and investor communications gained through work with health care companies; manufacturers and emerging growth companies; and financial services firms.



**Al Galgano**, Vice President, has over 25 years experience in the corporate finance and investor relations arenas. He blends excellent financial analysis skills, business acumen and interpersonal skills to establish long-lasting relationships with key internal and external audiences. Al has deep experience in several industries, including Internet and technology, enterprise software, financial services, healthcare and retail.



**Matt Kucharski**, Senior Vice President, heads up the firm's technology practice and has a successful track record of building corporate and marketing PR programs for both technology startups and established companies. He is a skilled facilitator with special expertise in helping companies turn complex business models and technical concepts into compelling, memorable stories.



**Janet Stacey**, Vice President, leads the firm's health care/medical device practice. With a 20-year marketing career in the industry, she has expertise in branding, public relations, strategic planning, marketing communications and direct-to-patient and physician marketing. Additionally, Janet offers hands-on device experience with reimbursement, product launches and recalls, clinical trials, patient education and global distribution channels.

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