



EXPERIENCE THE DIFFERENCE

OUR PURPOSE

Optimus recruits financial executives to CFO,
CEO and Board of Director positions.

We do so based on four proven tenets of excellence:
Quality, Reach, Speed and Trust.



KEVIN HANRAHAN | IN FOCUS

PRESIDENT | OPTIMUS RECRUITING, LLC

Kevin Hanrahan has over 20 years of experience recruiting the best financial executives in the country. Throughout his career, Kevin has provided superior service and results to a wide range of clients — from Fortune 500 companies to promising start-ups coast to coast.

Kevin Hanrahan started his career at Russell Reynolds Associates, where he became one of the youngest partners in the history of the firm. From there, he co-built, then sold a financial management recruiting business to Korn/Ferry International. Subsequently, Kevin became the Managing Director of the combined entity's Global CFO Recruiting Practice.

Originally from Homewood, Illinois, Kevin resides in Hinsdale with his wife Kathy, daughters (Emily and Quincy) and son (Ben). Kevin is active in the Chicago

community, serving as a Trustee of the Chicago Zoological Society/Brookfield Zoo and as President of the Hinsdale District 181 Foundation. From 1994 to 1996, Kevin served in the Illinois House of Representatives, representing the North Shore suburbs of Chicago. In the past, he has served on several boards, including Opportunity, Inc., Chicago Communities-in-Schools, The North Shore Senior Center and on the President's Council of the Chicago Museum of Science and Industry.

Kevin received a Bachelor of Science degree in Elementary Education and Political Science from Northwestern University in 1980. In 1982, he earned a Master of Management degree in Marketing and Organizational Behavior from the Kellogg Graduate School of Management at Northwestern University. Kevin is a Certified Elementary School Teacher in Illinois.

A LETTER FROM THE PRESIDENT

QUALITY

Over the years I've developed a philosophy about executive recruiting that has proven to be remarkably effective.

REACH

First and foremost, I believe an experienced recruiter should work, from start to finish, on a select few searches annually. At the most senior level, your company has but one chance to be presented convincingly and professionally in the marketplace. A dedicated recruiter makes all the difference.

SPEED

The senior management pool is small and highly valued. Therefore, a recruiter must have full access and instant credibility to assess the candidate universe completely on your behalf.

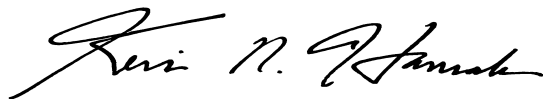
TRUST

Confidential market information must be gathered swiftly and thoroughly before being delivered to you in a precise manner. This empowers you to act knowledgeably and decisively.

Finally, establishing positive, long-term relationships with clients and candidates is everything. We are an extension of you — a privilege and responsibility that should be honored.

I am proud to introduce Optimus to you.

Sincerely,



Kevin R. Hanrahan



QUALITY

We serve a select group of clients, providing them with the best service possible. We work at the most senior levels of business, making each contact personally.

BOB HAAS

Chairman

LEVI STRAUSS

San Francisco

“We had very demanding standards in our CFO search. In addition to seeking someone with the highest professional capabilities, we wanted a person whose character, integrity and manner would be a good fit with our company culture. Faced with declining business performance, we needed someone who could help drive our business turnaround and serve as a catalyst for positive change. Our recruiter, Kevin Hanrahan, listened to us, working hard to understand the dynamics of our business. As a result, he presented us with a high quality group of candidates from around the globe, each of whom was ‘on target’. We ultimately pursued Bill Chiasson, who was also being courted by another Fortune 500 company. Kevin’s insight into us and exceptional personal knowledge of Bill linked our needs with the ideal candidate.”

JIM MULLEN

Chairman

BIOGEN

Boston

“We partnered with Kevin Hanrahan to recruit Peter Kellogg to our over \$1 billion, publicly traded global biotechnology company. Peter was happily employed at PepsiCo in Dallas, but Kevin recalled that Peter’s wife was from Boston, so our opportunity piqued Peter’s interest. We had three superb finalists for the Chief Financial Officer’s role, but Peter was an ideal choice. Although he did not have prior experience in our unique industry, Peter has become a highly valuable leader in our organization. Throughout a very sensitive search process, Kevin provided us with superior service, counsel and results.”

JOHN RENFRO

Senior Vice President–
Chief Human Resources Officer

WALT DISNEY

Los Angeles

“I have worked with Kevin Hanrahan for over 10 years, not only through search but as a trusted advisor. His insights have always been objective and grounded, building on his strength of integrity, impact, and trust. He has been a great partner, and will be for years to come.”

JIM FRANK

Chairman

WHEELS, INC.

Chicago

“My Senior Vice President & Chief Financial Officer was recruited by Kevin Hanrahan to our company over a dozen years ago. She continues to play a key role in our rapidly growing, over \$1 billion, privately held service business. Kevin and I remain friends to this day. In fact, I think so highly of Kevin’s capabilities and character, that I have recommended him to my closest Young President’s Organization colleagues over the years.”



Unencumbered by off-limits restrictions, we aggressively pursue the most sought-after talent. We introduce diverse candidate slates to our clients.

PEGGY JUDE

Senior Vice President–
Human Resources

ADP DEALER SERVICES

Roseland, New Jersey

“Our over \$7 billion financial/technology service company has very high expectations when hiring executives. Therefore, when our Dealer Services Division in Chicago required an excellent financial leader, I turned to Kevin Hanrahan to help us. In 30 days, he provided us with a diverse slate of candidates based in Brussels, London, Boston and Chicago. Ultimately we recruited Gillette’s Al Nietzel who has assimilated beautifully into our culture. Having worked in human resources at ADP, General Mills and Monsanto, I believe Kevin knows the executive marketplace extremely well.”

DAVID ROBINO

Former Vice Chairman

GATEWAY

San Diego

“Having spent my career in both human resources and line positions in companies like PepsiCo, Dun & Bradstreet, AT&T, and Gateway, I can endorse Kevin Hanrahan without reservation. He is extraordinarily effective. He understands the nuances of the business need; he knows how to identify and find terrific talent; and he knows how to complete the recruitment to everyone’s satisfaction. Beyond all of that, Kevin is simply a pleasure to work with for everyone involved in the process.”

CANDICE MENDENHALL

Former Senior Vice President–
Human Resources

FREDDIE MAC

Washington, DC

“Having worked in female executive leadership training and human resources across industries throughout my career, I enjoyed teaming with Kevin Hanrahan to identify the best and brightest talent on Wall Street for Freddie Mac. His recruitment track record is diverse and includes financial services (e.g. iStar Financial in New York), healthcare (e.g. Northwestern Memorial in Chicago) and technology (e.g. Equant in Atlanta). He reaches broadly into all sectors.”

PETER RAGAUS

Chief Executive Officer–BP Air

BP AMOCO

London

“Previously I worked in investment banking in New York, before Kevin Hanrahan recruited me to Amoco International in Houston as CFO. Subsequently, I relocated with BP/Amoco to London to become Assistant to the Chairman, then CEO of BP Air. Kevin knows senior level executives personally, inside and outside of the industrial sector and around the globe. For example, he recruited TXU’s General Manager in Australia to the CFO position at Ultramar Diamond Shamrock in San Antonio. I think highly of Kevin.”

SPEED

Because we know the candidates personally and communicate with them regularly, we assess their candidacies quickly. We present our findings to the client in a highly efficient manner.

WARREN HELLMAN
Chairman

**HELLMAN & FRIEDMAN
CAPITAL PARTNERS**
San Francisco

“As Chairman of a Private Equity Firm, I invest in businesses and people. The executives who lead our portfolio companies are a critical part of our success. Therefore, I retain Kevin Hanrahan whenever an exceptional financial leader is required. For example, one of our firm’s investments, NASDAQ, wanted a swift, but comprehensive assessment of the CFO marketplace. Within 30 days, Kevin presented his impressive results to us in San Francisco and to NASDAQ in New York. It is clear that Kevin knows the space and players unusually well. I think enough of Kevin’s abilities that I’d invest in Optimus myself.”

CHRISTY JONES
Co-Founder

TRILOGY SOFTWARE
Austin, Texas

“In a high-speed, rapidly growing technology company like Trilogy, time is of the essence. When we found ourselves featured on the cover of *Forbes* we knew we were on the right track. But, we needed to quickly hire the best talent available to realize our company’s significant potential. Kevin helped us — doing so fast but without sacrificing quality. Since then, we have developed a great mutual respect for each other.”

GEOFF MERSZEI
Chief Financial Officer

ALCAN
Montreal

“Recently our Board of Directors, CEO and I decided to hire a Corporate Controller — someone with credibility, integrity and potential to add to our \$13 billion, worldwide organization. Kevin Hanrahan came highly recommended to me to conduct the search. I liked all the candidates that Kevin presented to us, and within 90 days, I hired Tom Harrington, Global Controller of GE Medical Systems. This was a critically important hire for us and Kevin handled it accordingly.”

JOAN RYAN
Former Chief Financial Officer

TELLABS
Chicago

“Kevin Hanrahan and I have maintained a working relationship throughout my career. From my days at Baxter International and NutraSweet to my tenure at SBC/Ameritech and Alliant Foodservice, I have used Kevin as a sounding board. In fact, he recruited me to Tellabs as well as Barb Klein from SBC/Ameritech to Dean Foods, Marsha Williams from Crate & Barrel to Equity Office Properties and other female CFOs across the country. He treats you professionally, keeps your best interests in mind, doesn’t waste your time and tells you the truth. You will enjoy working with him.”



Clients and candidates confide in us, expecting us to advise them objectively. We try to earn their respect every day.

ERIC FELDSTEIN
Chairman and President

**GENERAL MOTORS
ACCEPTANCE**
New York

“I have enjoyed a long, successful career at General Motors. Although executive recruiters frequently court Fortune 500 Company executives, I typically don’t find their overtures appealing and rarely sense that they have my best interests in mind. Kevin Hanrahan is one of the few exceptions. He always makes the effort to understand my objectives, and he appreciates my time and interests. I trust him.”

JIM GAITHER
Partner

SUTTER HILL VENTURES
Palo Alto, California

“Kevin Hanrahan is an excellent executive recruiter who has successfully completed several searches for companies with which I am or have been involved. He is extremely effective, trustworthy and sensitive to the needs of the companies he serves.”

Mr. Gaither also serves as a Director of the following organizations: Siebel Systems, nVIDIA Corporation, Levi Strauss & Co., William & Flora Hewlett Foundation, The James Irvine Foundation and Stanford University.

JERRY TOOMER
Former Vice President–
Human Resources

DOW AGROSCIENCES
Indianapolis

“As a PhD in Psychology, I spent my entire career in human resources with Dow Chemical before retiring to do Board work, HR consulting and executive coaching. When Dow decided to initiate a corporate-wide succession planning project, directed by the company’s CEO, we retained Kevin Hanrahan to lead it. Specifically, he identified and assessed candidates internally and externally throughout the world to become President of Dow Agrosiences. He was extraordinarily responsive, thorough and tuned into our business needs: in all, he did outstanding work on our behalf.”

WILLIAM WRIGLEY, JR.
Chief Executive Officer

**WM. WRIGLEY JR.
COMPANY**
Chicago

“After a careful selection process, Kevin Hanrahan was hired to help us fill the key executive position of Chief Financial Officer that was being vacated by our then-retiring CFO.

Kevin was instrumental in this recruitment because of his unique sensitivity to the importance of both skill set and culture match when searching for and identifying the right individual for this position.

I trusted Kevin to get the job done right which he did in making some very successful recruitments for several key executive positions for us.”

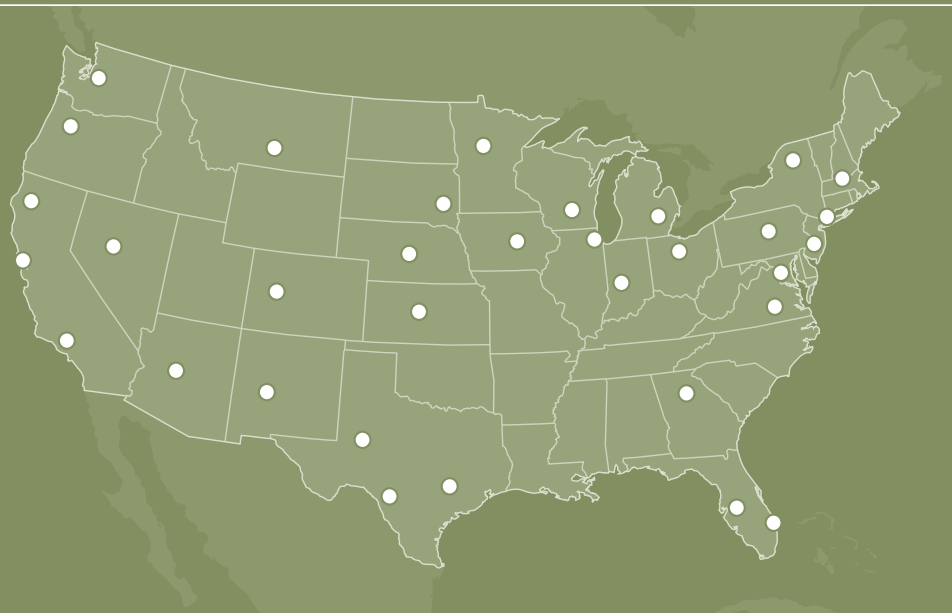


WHO WE SERVE |

Optimus maintains relationships with clients and candidates at the most senior level of business. Conducting primarily Chief Financial Officer search assignments, we've also successfully completed Chief Executive Officer, Corporate Treasurer, Corporate Controller and Board of Director recruiting projects across sectors and geographies.

INDUSTRY SECTORS |

- Business-to-Business Services
- Chemical
- Consumer Products and Services
- Defense
- Energy
- Financial Services
- Health Care
- Industrial
- Not-for-Profit
- Technology
- Technology Services



We represent Fortune 500 companies, mid and small-cap clients and promising start-ups throughout the country.

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