



"Drive thy business or it will drive thee."  
 -Benjamin Franklin

GRABER ASSOCIATES LLC – FAST FACTS	
<p><b>Who We Are and What We Do</b></p>	<p>Founded in 2002, Graber Associates is a team of experienced and trusted professionals who offer expert services in the following complementary disciplines:</p> <p style="text-align: center;"><b>Public Relations</b></p> <p style="text-align: center;">So you know what to say, how to say it, and who should hear it.</p> <p style="text-align: center;"><b>Marketing</b></p> <p style="text-align: center;">To align your company, products, and capabilities to strategic market sectors and present your value proposition with compelling communications.</p> <p style="text-align: center;"><b>Research</b></p> <p style="text-align: center;">Finding your market niche and what your customers and competitors are thinking.</p>
<p><b>Graber Associates Services Overview</b></p>	<p style="text-align: center;"><b>Public Relations</b></p> <p>A full slate of services and programs that help you reach your important constituencies</p> <ul style="list-style-type: none"> <li>• Message development for any size company</li> <li>• Representation in North America for Europe- and Asia-based companies</li> <li>• Press and analyst relations</li> <li>• News release programs</li> <li>• Forward-thinking features and by-lined articles</li> <li>• Client and partner newsletters</li> </ul> <p style="text-align: center;"><b>Marketing</b></p> <p>Branding and communications to deliver your message to the correct audience</p> <ul style="list-style-type: none"> <li>• Company backgrounders and product/service sheets</li> <li>• Trade show strategy and support; booth design, messaging, press &amp; analysts</li> <li>• Product brochures for financial services and technology companies</li> <li>• White papers researched and written</li> </ul> <p style="text-align: center;"><b>Research</b></p> <p style="text-align: center;">Finding and analyzing the proper information to make better decisions</p> <ul style="list-style-type: none"> <li>• Vendor analyses and management of the selection process</li> <li>• Discreet customer satisfaction surveys</li> <li>• Market sizing for vendors to the financial services industry</li> <li>• Competitive analyses for retail, small business, and corporate banking</li> <li>• Channel driven delivery strategy and tactical implementation</li> <li>• Technology and service partnership analysis and recommendations</li> </ul>

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<b>Past and Present Clients</b>	<p style="text-align: center;"><b>Public Relations Clients</b></p> <p>AcceptEmail – Amsterdam &amp; NYC          Boston Finex Group - Waltham, MA          Crowe, Chizek and Company LLP – South Bend          Federal Reserve Bank Boston (CPRC) – Boston          GTreasury – Lake Zurich, IL          Haley Limited - Sydney &amp; Washington, D.C.          IMP Consulting - Boston          Infinite Technology Group, Inc. - Bethpage, NY          Logica CMG - London, NYC, &amp; Burlington, MA          MIT CFO Summit – Cambridge, MA          Middlesex Savings Bank – Natick, MA</p> <p style="text-align: center;"><b>Marketing Clients</b></p> <p>Beacon Partners LLC - South Dartmouth, MA          Bottomline Technologies - Portsmouth, NH          Clear2Pay – Brussels &amp; Boston          Corillian Corporation - Hillsboro, OR          Getronics - Amsterdam &amp; Billerica, MA          Hyland Software - Westlake, OH</p> <p style="text-align: center;"><b>Research Clients</b></p> <p>BankersHub – Madison, WI          Brookline Bank – Boston          Cambridge Savings – Cambridge, MA          Digital Insight - Calabasas, CA          Eastern Bank - Lynn, MA          ESP Payments Research - Salisbury, MD</p> <p>NEACH - Burlington, MA          Online Banking Solutions – Atlanta &amp; Baltimore          Par4 Technology Group - Wakefield, MA          Phoenix Marketing - Rhinebeck, NY          Polivec, Inc. – Mountain View, CA          Sophis Inc. - Paris &amp; New York City          Tempus Consulting – D.C. &amp; Oxford, UK          TickSmith – Montréal &amp; New York City          Vigilant Technologies, LLC - Foxborough, MA          Vormetric - Santa Clara, CA          Wall Street Horizon - Boston</p> <p>Infonics – Littleton, MA          NACHA - Herndon, VA          NEACH – Burlington, MA          Norkom Technologies, Inc. - Dublin &amp; Boston          Online Resources Corp. – Herndon, VA          Rockall Technologies, Inc. – Dublin &amp; Charlotte</p> <p>Financial Fusion, Inc. - Concord, MA          Greenwich Associates – Stamford, CT          JPMorgan Chase - New York City          Merchants Bank – Burlington, VT          Ophthalmic Consultants of Boston - Boston          Whitney Bank – New Orleans</p>
<b>Management Team</b>	<p>Ray Graber, President and Founder          Tom Burke, Vice President Public Relations Practice          Isabella Cagnazzo, Vice President Wealth Management Research          Carole Inferrera, North American Business Development          Ed Jackson, International Marketing Consultant, London, England          Patricia Sciarra, CPA, Accounting &amp; Finance Director</p>
<b>Offices</b>	<p><b>Burlington, MA      Boston      London      Costa Rica</b></p>
<b>Headquarters</b>	<p>27 Maryvale Road, Burlington, MA 01803          Office: 781-221-0018 ♦ Fax: 781-658-2474  <a href="mailto:info@graberassociates.net">info@graberassociates.net</a> ♦ <a href="http://www.GraberAssociates.net">www.GraberAssociates.net</a></p>