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Gerson Lehrman Sales Increase 22% on Private Equity Demand

By Poppy Trowbridge

Jan. 26 (Bloomberg) — Gerson Lehrman Group, the consulting firm a quarter owned by Silver Lake Partners, said full-year revenue climbed 22 percent on demand from private-equity firms seeking expert advice.

Sales at the closely held company rose to \$284 million from \$232 million in 2007, Managing Director Andrew Goldman said in an interview today. Gerson Lehrman was profitable for the eighth consecutive year in 2008, he said, declining to give a figure. The New York-based firm opened offices in Dublin, Shanghai and Beijing this year.

Gerson Lehrman, founded in 1998, uses software to provide clients including Credit Suisse Group AG with access to a network of 200,000 experts in fields such as medicine, real estate and energy. Private equity firms are struggling to secure funding as global credit markets remain frozen and takeovers slump. Leveraged buyouts plummeted 74 percent in the Americas last year, according to data compiled by Bloomberg.

“Private equity firms are under pressure not to repeat the same mistakes,” Goldman said. “The demand for expertise in due diligence and portfolio management in the private-equity industry is one of our biggest growth areas.”