



Press Release

Gary MacDonald joins NexTier as a Senior Consulting Principal...

CHICAGO, ILLINOIS – *December 1, 2017* – NexTier Companies, LLC (**Company**) announced today that Gary S. MacDonald has joined the Company, as a Senior Consulting Principal. He is responsible for leading engagements within the investment management consulting practice and various other marketing activities.

Lawrence C. Manson, Jr., the Chairman and Chief Executive Officer of the Company, said, “I am excited to work with Gary and share his global marketing and sales expertise with NexTier clients and prospects. He will have an immediate impact on delivering world-class solutions.”

Mr. MacDonald has more than 25 years of marketing experience. He has a deep investment background and experience across the full spectrum of asset types and products as well as a long history of creating successful distribution partnerships and sales enablement platforms. In addition, Mr. MacDonald has established and optimized marketing organizations ranging from dedicated product teams to large-scale omnichannel global organizations. He has launched or re-launched multiple global brands and hundreds of products supporting them with a tailored mix of paid, earned and owned media. Most recently, Mr. MacDonald served as the Senior Managing Director and Global Head of Marketing for State Street Global Advisors, the investment management arm of State Street Corporation, where he was responsible for all strategic and tactical marketing in the Americas, Europe, Africa and the Middle East and the Asia-Pacific regions covering institutional, intermediary and retail distribution channels.

About NexTier Companies, LLC

The Company is a consulting and investment advisory firm focused on helping investment organizations compete more effectively by providing strategic and tactical support services designed to reduce business risk and support growth. The Company was founded in 2012 and is headquartered in Chicago with an office in New York and consultants located in Atlanta, Boston, Denver, Philadelphia, Los Angeles and Washington, D.C.

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Business solutions for the institutional investment management community