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Following its successful process analysis for HNCL Partners in early 2008, Prospect City has been engaged to build and manage HNCL's new internal search management system based on its VelvetPlus platform. HNCL Partners (Hodge / Niederer / Cariani / Lindsay) is a leading search firm specializing in senior executive and board level searches across all industries. The firm currently employs over 20 executive recruiters in several offices, including San Francisco and Atlanta.

Prospect City's assessment of HNCL's internal processes identified and highlighted proven practices that give the firm a unique advantage over its competitors. "Using off-the-shelf database solutions such as FileFinder or Encore would force the firm to sacrifice its proprietary processes to meet the rigid requirements of these databases." concluded Robert Stein, President of Prospect City. "Instead, the VelvetPlus system allows the firm to customize the system, without limits, to meet the successful processes of the firm. Because the system is based on an existing platform, the cost is minimal compared to a complete ground-up build."

The selection of Prospect City's search management system continues its string of success with prospective clients. To date, every prospective client company that viewed or demonstrated the Velvet line of solutions has selected it among a crowded pool of competitors. Additionally, every client who selected the system remains a client today.

Prospect City is an infrastructure services provider to executive recruiting firms and corporate recruiting functions within large organizations. The company provides technology (database, VoIP phone systems, IM, websites and email) along with research, administration and accounting services to executive search firms.

Contact Information

Maria Cruz

mcruz@prospectcity.com

Prospect City, LLC

847.487.4256