GlobalCo Pitch Meeting

Thank you for submitting a formal response to our Request for Proposal (RFP) as part of Global Corporation’s (GlobalCo) convergence process to identify a short list of global panel counsel in each of the four geographic regions (North America, UK, Continental Europe and Asia) where GlobalCo operates.

Congratulations as you and your team have made it to the next round of discussions!

Your firm is being considered to serve as global panel counsel in each of the four geographic regions in the service areas of:

**Corporate and Finance, Litigation and Dispute Resolution, Labor and Employment, Real Estate, Information Technology and Energy.**

We would like to schedule a meeting with you on **Wednesday, January 21** with CEO, CLO, CDO and SVP for the Specialty Chemicals Division.

You and your team will be provided with 20 minutes to present and then to respond to questions. Please plan to bring your relationship partner(s) and the key partners who will serve as part of the GlobalCo service team. During the meeting, we ask that you demonstrate your firm’s capabilities to support this work and the unique attributes which distinguish your firm from the other global law firms with whom we are in discussion.

Specifically, we are looking for innovation, collaboration, cost efficiency including the use of AFAs and predictive modeling to control cost, a demonstrated commitment to diversity and inclusion, and effective use of technology to foster collaboration and knowledge management.

During your presentation,

1.) Identify the global relationship partner(s), team leaders globally and in each region and provide any distinguishing facts about these individuals which will be relevant to GlobalCo in our selection process.

2.) Provide examples of how you provide similar services to other global clients. In addition, describe your proposed approach to work with GlobalCo on a global basis and in each geographic region.

3.) Collaboration among our panel firms is critical to GlobalCo as we see tremendous value in investing in those firms who develop a deep knowledge our business, business practices and processes and the industries in which we work. Please discuss your firm’s approach to
collaboration with our other panel firms and what innovations or collaborative tools you plan to put in place.

4.) The mitigation of risk is critical to GlobalCo. Please identify how your firm has handled for its global clients as well as other proactive and prophylactic measures GlobalCo should consider in managing and mitigating risk.

5.) Describe what your firm is doing in the areas of diversity and inclusion to distinguish itself and what can GlobalCo learn from your efforts?

6.) Cost reduction and predictability are paramount to GlobalCo. How does your firm use AFAs and technology to reduce cost?

7.) Identify any additional value-added solutions and innovation your firm can bring to GlobalCo.

**GlobalCo Background - About Us**

GlobalCo is a resource- and technology-based company that develops, produces and markets worldwide a broad range of specialty chemicals, mineral-based and synthetic mineral products and related systems and services.


The Company has three segments: Specialty Chemicals, Refractories and Research. The Specialty Chemicals segment mines, processes and sells natural mineral products. This segment's products are used to produce paper, building materials, paint and coatings, glass, ceramic, polymer, food and pharmaceutical industries. The Refractories segment produces and markets monolithic and shaped refractory materials and specialty products, services and application equipment used primarily by the steel, non-ferrous metal and glass industries. The Research segment produces research which is purchased globally by other companies, industry and trade organizations.

GlobalCo emphasizes research and development. By developing and introducing technologically advanced new products, GlobalCo has been able to anticipate and satisfy changing customer requirements, and to create market opportunities through new product development and product application innovations.
GlobalCo Background – Our people

Chief Executive Officer

**Rex Reed** is the CEO of GlobalCo which is a public company traded on the NYSE as symbol (GLCO.) He is a former vice-president at IBM and the former Chief Executive Officer (CEO) of NewCo. Under his leadership and guidance, the company has expanded globally, including a recent partnership with his former company NewCo.

Before moving on to GlobalCo's as CEO in 1999, Reed's 19-year career with IBM Corporation included senior executive positions in sales, marketing and software development, and lastly as general manager of IBM Americas as well as membership in the company’s Worldwide Management Council.

Today, Reed is an independent director on the board of IBM. In September 2002, Thompson was appointed to the President’s Council on Critical Infrastructure Protection focused on the critical infrastructure of the United States.

Mr. Reed received a Bachelor of Business Administration from Florida State University in 1971 and an MBA from MIT Sloan School of Management in 1983.

He is married with four adult children and lives in Darien, CT.

General Counsel

**Beth Brash** is Executive Vice President, General Counsel and Corporate Secretary of GlobalCo located in New York City. She is a member of the GlobalCo Executive Leadership Committee, Management Committee, and serves on the Corporate Social Responsibility and Talent Management teams within GlobalCo.

In 2014, Ms. Brash was named as GlobalCo’s first female General Counsel after nearly two decades of serving the roles as Litigation Counsel, Assistant Counsel for Regulatory Approvals and Environmental Counsel. She began her legal career in 1995 as an Assistant U.S. Attorney in the U.S. Department of Justice, Southern District of New York. After which she joined a prestigious global law firm and practiced as an associate in area the environmental litigation.

She is a member of the Board of Directors for the Jane Goodall Foundation and recipient of the Golden Apple Award for Community Service.

She has a Bachelor of Arts degree from Notre Dame and a Juris Doctor degree from Georgetown University Law Center. She is a member of the District of Columbia Bar and the State Bar of New York. He is admitted to practice before several U.S. Circuit Courts of Appeals and the U.S. Supreme Court.
She is fluent in French and German and lives in New York City with two Bernese Mountain Dogs.

**Chief Diversity Officer**

**Patricia Patterson** is responsible for the development and implementation of diversity strategies throughout GlobalCo including the 3,500 employees in nearly 56 countries. She began her career with GlobalCo over 30 years ago as an administrative assistant in the Human Resources department. She was quickly promoted to several positions within the Human Resources department leading to her current global leadership role as the first Chief Diversity Officer.

Patty is considered an expert in the field of diversity and inclusion and holds several leadership positions in many national organizations. She works with non-profit organizations including her work with the Women’s Leadership Board at Sloan Kettering Memorial Hospital.

She has been featured in several national and local publications including Black Enterprise, Essence magazine, Ebony, Oprah and The New York Times. She was recently named one of the “Top 10 Diversity Champions in the Country” by Working Mother magazine.

Patty received her Bachelor’s Degree in Public Administration and Personnel Administration from New York University. She resides in New York City. She has three children and identical twin granddaughters.

**Senior Vice President, Specialty Chemicals Division**

**Roger Ramjet** serves as Senior Vice President of Specialty Chemicals Division of GlobalCo. Mr. Ramjet joined GlobalCo in May 2009. Prior to joining GlobalCo, Mr. Ramjet was employed at YourCo and held the position of Regional Manager for the Specialty Chemical division for 7 years where he had P & L responsibility for 5 facilities located throughout the Eastern Seaboard.

Mr. Ramjet has more than 20 years of experience in Engineering, Manufacturing and Sales experience. He received a B.S. degree in Chemical Engineering from Northeastern University and an M.B.A. in Corporate Finance from Rutgers University.

He lives in New Jersey with his wife and two children ages 8 and 5.