

Table 1. Advisory Board - Healthcare Overview

	Healthcare Technology	Healthcare Best Practice Research	Healthcare Consulting	Healthcare (Total)*
Revenue \$ (millions)	\$272	\$179	\$99	\$551
Revenue %	49.4%	32.5%	18.0%	100%
Near-Term Growth Rate (est.)	Negative	Low-Single digit	Variable	Flat-to-Low Single Digit
Long-Term Growth Rate (est.)	High Single Digit	Low-Single digit	Variable	High Single Digit
Key Offerings	<ul style="list-style-type: none"> • Crimson Market Advantage • Crimson Continuum of Care • Payment Integrity Compass 	<ul style="list-style-type: none"> • Health Care Advisory Board • Clinical Roundtables • Nursing Executive Center 	<ul style="list-style-type: none"> • <u>Clinovations</u> • <u>Southwind</u> 	N/A

* Based on ABCO's FY2017 guidance ranges (midpoint: \$810M)