

THE ONSTOTT GROUP

Trusted Partners in Executive Search

The Onstott Group serves clients with retainer-based executive search within technology, telecommunications, financial and professional services, consumer products, venture capital, and high growth companies. We invite you to visit our web site at www.onstott.com.

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New Faces

The Onstott Group welcomes Brigid Oliveri Siegel and Scott Bevins.



Brigid Oliveri Siegel brings a rare combination of business and technical skills to The Onstott Group. Most recently, Brigid founded Brigid Siegel Associates LLC, a boutique retained executive search

firm specializing in the technology practice area. Prior to this she was a Senior Partner at Heidrick & Struggles, Inc., and a Vice President with Fenwick Partners. Earlier she held marketing, sales, and technical positions in New England companies including Wang Laboratories. Brigid holds a BS in Electrical Engineering from Lowell Technological Institute. She can be reached at bsiegel@onstott.com

Topics

FROM THE ONSTOTT GROUP

Client Snapshots

Jim Buchanan – CEO and Brand-BUILDER



The Onstott Group has recently recruited Jim Buchanan as Chairman and Chief Executive Officer of Massachusetts-based Zone Labs, Inc., a biotechnology company specializing in innovative dietary approaches to reduce inflammation. Zone Labs was founded by Dr. Barry Sears, one of the world's leading authorities in dietary-induced hormonal control technology. You may recognize Dr. Sears as the author of the New York Times number-one-best-selling book *The Zone* as well as 10 other books on his Zone technology that have sold more than five million copies and have been translated into 22 languages.

With Zone Labs at an inflection point, the time was right to bring in an experienced brand builder. According to Dr. Sears, "The company is rapidly transitioning from an R&D company to a science-based sales and marketing company with powerful and proven technologies that can alter the practice of medicine on a world-wide basis." Jim's career has been focused on building world-class brands and companies, including Lego, Saucony, Hasbro Interactive and General Mills. His experience as CEO and director of Cambridge-based Biostream, Inc., an early-stage specialty pharmaceutical company, exposed him to the unique qualities of the biotech industry.

According to Jim, "Zone Labs is a science-based marketing company with great potential to make positive differences for millions of people. My job is to make it happen". Congratulations, Jim, on your new appointment.

The Onstott Group Hosts 21st Annual Invitational for Danny's Place



A full field of players enjoyed the hospitality of Woodland Country Club at the 21st Annual Onstott Invitational held on August 7, 2006. Low net winners were the Workscape team of Don Fitch, Barbara Blank, Daryl Ashley and Rick Olin (see photo).

See below for the full article.



Scott Bevins has over twenty years experience in the business of human capital. Prior to joining The Onstott Group, Scott served as a specialized executive search and business consultant. Previously he was Vice President of

Business Development and National Recruiting for Vedior / Select Appointments. He was also Director of Executive Staffing for Parametric Technology Corporation (PTC). Mr. Bevins started his recruitment career at Roth Young where he spent six years placing senior sales and marketing executives in Food Service and Consumer Goods companies. Prior to executive recruiting, Scott spent seven years in the hospitality industry. He holds a BA from Lake Forest College. Scott can be reached at sbevins@onstott.com

The Onstott Group Hosts 21st Annual Invitational for Danny's Place

A full field of players enjoyed lush fairways and greens, conversation and camaraderie at Woodland Country Club at the 21st annual Onstott Invitational held on August 7, 2006. Low net winners were the Workscape team of Don Fitch, Barbara Blank, Daryl Ashley and Rick Olin. The real winner, however, was "Danny's Place", the recipient of proceeds from the tournament. "Danny's Place" is a youth center in Acton, Massachusetts that has been built in memory of Danny McCarthy, son of Jeff McCarthy of North Bridge Venture Partners. Danny was killed in an automobile accident in 2003 at the age of sixteen. We are pleased to be able to support "Danny's Place".

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Recent Appointments

Computers/ Software/Systems

GraphOn Corporation has appointed **Rick Knowles** Vice President of Engineering. Rick joined GraphOn from Ardence, Inc. (formerly Venturcom), where he was Chief Technology Officer and Vice President of Engineering. An innovator and developer of business infrastructure software, GraphOn is headquartered in Santa Cruz, California, with engineering operations in Concord, New Hampshire.

Congratulations to **Bill Topper** who joined **Workscape, Inc.** as Vice President, Outsourced Benefits Operations. Bill was formerly Vice President, ADP Employer Services Group, and has recently completed doctoral studies in organizational management. An innovator in HR self-service, Workscape provides a full-range of outsourced HR solutions including benefits administration, compensation management, performance management, employee and manager self-service, an employee portal, HR service center, and data center services.

Telecommunications/ Data Communications

Keith Farris has joined **Aware, Inc.** (NASDAQ: AWRE) as Vice President and Chief Financial Officer. Keith joins Aware from LoJack Corporation, where he was Vice President and Chief Financial Officer during a period of rapid growth in revenues and profits. Aware is a worldwide leader in the development and marketing of intellectual property for broadband communications.

Business Services/Outsourcing

Clean Harbors, Inc. (NASDAQ: CLHB), the leading provider of environmental and hazardous waste management services throughout North America, has appointed **John R. Beals** as Vice President and Corporate Controller. Prior to his new role at Clean Harbors, John was Vice President and Corporate Controller at 3Com.

Herve Bailey has also joined **Clean Harbors, Inc.** as Vice President of Information Technology Infrastructure. He was formerly Vice President Technology Services at Acushnet.

Unidine Corporation, a leading provider of food service and dining management services, has named **Brian Dugan** Vice President of Sales. Brian was formerly a Vice President and General Manager at Teletech. Headquartered in Newton, Massachusetts, Unidine provides restaurant quality dining services to seniors' living environments including assisted living, independent living, skilled nursing homes and critical care facilities, and well as hospitals and businesses.

Health Care

Beacon Hospice, an emerging leader in the hospice care market in New England, has named **Michael Hutchinson** Director of Sales. Michael joins Beacon Hospice from United Health Group-Ovations, where he was Regional Director Business Development for Evercare Hospice. Beacon Hospice and Palliative Care provides the best end-of-life care in New England through an interdisciplinary team that supports patients and families.