

## Vendor Strategies

### McGraw-Hill's FISG Chief Quandt Will Lead Bridge

Welsh Carson Anderson & Stowe has appointed James Quandt chairman and chief executive officer of its newly-acquired Bridge Information Systems Inc. subsidiary. Quandt, who resigned his post as president of McGraw-Hill Inc.'s Financial Information Services Group (FISG) just over one week ago, will eventually replace Charles Dill—Bridge's current president and CEO. Dill, who assumed his role as CEO in September 1992 (*IMD*, Sept. 28, 1992), will leave Bridge at the end of May. The shift of power to Quandt—who also served as president of McGraw-Hill's J.J. Kenny & Co. brokerage subsidiary—will be official upon the closing of the agreement between WCAS and Bridge, expected to be finalized this week. To temporarily fill the void left by Quandt, McGraw-Hill Inc. president and chief operating officer Harold McGraw III has taken over Quandt's duties on an interim basis.

The hiring of Quandt is just the first of many steps WCAS will likely take to put its version of Bridge in motion. WCAS, which in February coughed up roughly \$140 million to acquire a controlling interest in the combination equity data and analytics vendor/soft dollar broker (*IMD*, Feb. 27), has ties to a complex network of market data-oriented companies. The New York-based investment firm recently allied itself with Liberty Brokerage Investment Corp.—a U.S. government securi-

ties interdealer-broker that owns systems integrator Market Vision Corp. and is managing partner of the EJV Partners L.P. Liberty, in turn, is owned by McGraw-Hill. OTC government bond options data vendor Refco Securities Inc. and analytic software vendor Barra Inc.—in addition to numerous Wall Street firms and banks.

Through its partial ownership of Liberty Brokerage, McGraw-Hill does have a connection with WCAS. But sources say that McGraw-Hill, which purchased a 25 percent stake in Liberty in the spring of 1993 (*IMD*, June 7, 1993), did not play a role in the migration of Quandt to Bridge. However, Quandt and Liberty Brokerage president Tom Wendel did form a close working relationship at the time McGraw-Hill was buying its stake in Liberty.

Of course, McGraw-Hill and Liberty aren't the only companies with a WCAS connection. WCAS owns a 51 percent stake in interdealer-broker Euro Brokers Investment Corp. and a majority share in Seer Technologies Inc., as well as a 22.3 percent stake in PC

Quote Inc., an 8.5 percent share of clearing firm Ernst & Co. and a minority interest in software vendor Servantis Systems Inc.

With Quandt's appointment, WCAS appears to be poised to clear up what to date has been a very muddled Bridge picture. According to Dill—who says he will serve in a "supportive transitional role" until his departure in May—Bridge has already sent out a letter to its employees announcing the hiring of Quandt. "[Quandt] basically is going to become the focal point to lead Bridge forward," Dill says. "The organization of Bridge will evolve under his leadership."

Dill, whose exit from Bridge was not unexpected (*IMD*, March 27), describes the passing of the torch to Quandt as a "timely" and logical step. "There are a lot of opportunities to build on Bridge and on the combination of Bridge with other Welsh Carson affiliated companies.... I think the combination of Quandt, WCAS and Bridge is going to be formidable," he says.

However, though sources have consistently told *IMD* that WCAS would attempt to give both Reut-

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