



Clarke & Company and Processed Media Merge to Form Clarke & Esposito

Washington, DC, February 7, 2018 – Today at the Association of American Publishers 2018 PSP Annual Conference, management consulting firms Clarke & Company and Processed Media announced that they have completed a merger. The newly combined firm, named Clarke & Esposito (www.ce-strategy.com), will maintain offices in Washington, DC, and New York.

Joe Esposito, Processed Media's principal, is Senior Partner in the new firm. Clarke & Company's Michael Clarke is the new firm's Managing Partner. Also joining the combined firm as Partner is Pam Harley, who has been working with Clarke & Company.

"We have been working together for three years now, and it made sense to formalize the relationship," Joe Esposito said. "Working together we are able to provide a deeper level of expertise and insight to our clients."

The new firm will concentrate principally on strategic consulting services related to professional and academic publishing and information services. The client list for the predecessor organizations ranges across many of the most renowned and innovative organizations working in science, medicine, technology, and education, including both for-profit and not-for-profit organizations. Association clients include the American Medical Association, American Association for the Advancement of Science, IEEE, American Chemical Society, American Institute of Physics, American Psychological Association, New England Journal of Medicine, American College of Cardiology, American Society of Clinical Oncology, American Academy of Orthopaedic Surgeons, American Society for Microbiology, CFA Institute, Materials Research Society, Modern Language Association, and a great many others. Library clients include the Center for Research Libraries, OhioLINK, American Library Association, and OCLC. University clients include Oxford, Harvard, MIT, Columbia, Cornell, California, Michigan, Wisconsin, and Chicago. Work in the philanthropic sector includes the Mellon, Hewlett, and MacArthur foundations as well as the Chan Zuckerberg Initiative. Governmental and NGO clients include the Wilson Center and the National Academy of Sciences. Software companies such as Silverchair, Atypon, Aries Systems, Digital Science, Hewlett Packard, and Microsoft are also on the client list.

"Our collective experience working across such a wide range of organizations provides a vantage on the landscape of professional information that is both broad and deep," said Pam Harley. "We bring this perspective to bear in helping our clients both weather challenging times and uncover opportunities."

Clarke & Esposito is a sister company to STM Advisers (www.stmadvisers.com), which focuses on mergers and acquisitions in scientific, technical, medical, and academic publishing. Recently STM Advisers represented the Mathematical Association of America in the sale of its book program to the American Mathematical Society.

“We are perhaps a minority in the professional and academic environment in that, rather than gloom and doom, we see opportunities for smart management teams willing to make shrewd investments in the future,” said Michael Clarke. “We are delighted to be able to work with organizations that seek an assessment of their programs, products, and services—and guidance on how the current ecosystem is evolving and how best to take advantage of that evolution.”

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About Clarke & Esposito

Clarke & Esposito is a management consulting firm working at the intersection of business, technology, and content. We focus on strategic issues related to professional and academic publishing and information services. Based in Washington, DC, and New York, our clients include publishers, professional associations, universities, libraries, software companies, and other organizations serving the professional and academic marketplace.

For more information, contact:

Michael Clarke, Managing Partner
Clarke & Esposito
+1 202-545-7254
mclarke@ce-strategy.com
www.ce-strategy.com