

infoGROUP Inc.  
Form 10-K/A  
November 03, 2009

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549  
FORM 10-K/A  
(Amendment No. 2)**

(Mark One)

**ANNUAL REPORT PURSUANT TO SECTION 13 OR 15 (d) OF THE SECURITIES ACT OF 1934**

**For the fiscal year ended December 31, 2008**

or

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES ACT OF 1934**

**For the transition period from**

**to**

**Commission file number: 001-34298**

**infoGROUP Inc.**

*(Exact name of registrant as specified in its charter)*

**Delaware**

*(State or Other Jurisdiction of Incorporation or Organization)*

**47-0751545**

*(I.R.S. Employer Identification No.)*

**5711 South 86th Circle, Omaha, Nebraska 68127**

*(Address of principal executive offices)*

**(402) 593-4500**

*(Registrant's telephone number, including area code)*

**Securities Registered Pursuant to Section 12(b) of the Act:**

**Title of Each Class**

Common Stock, \$.0025 par value

**Name of Each Exchange on Which Registered**

Nasdaq Stock Market, LLC

**Securities Registered Pursuant to Section 12(g) of the Act: None**

Indicate by check mark if the registrant is a well-known seasoned issuer, as defined in Rule 405 of the Securities Act. Yes  No

Indicate by check mark if the registrant is not required to file reports pursuant to Section 13 or 15(d) of the Act. Yes  No

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Website, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark if disclosure of delinquent filers pursuant to Item 405 of Regulation S-K (§ 229.405 of this chapter) is not contained herein, and will not be contained, to the best of registrant's knowledge, in definitive proxy or information statements incorporated by reference in Part III of this Form 10-K or any amendment to this Form 10-K.

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Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See the definitions of large accelerated filer, accelerated filer and smaller reporting company in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company   
(Do not check if a smaller reporting company)

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act). Yes  No   
The aggregate market value of the voting and non-voting common stock held by non-affiliates computed by reference to the last reported sales price of the common stock on June 30, 2008 (the last business day of the registrant's most recently completed second fiscal quarter) was \$134.4 million.

As of September 14, 2009 the registrant had outstanding 57,470,076 shares of Common stock.

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**DOCUMENTS INCORPORATED BY REFERENCE**

**None**

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### EXPLANATORY NOTE

We filed our Annual Report on Form 10-K for the year ended December 31, 2008 on March 16, 2009 ( Form 10-K ). We filed an amendment on Form 10-K/A on April 30, 2009 to provide the information required by Part III, Items 10 through 14.

Subsequent to filing our amendment on Form 10-K/A, the Company voluntarily provided documents to the Securities and Exchange Commission ( SEC ) at its request as part of an SEC investigation described in Item 3 of our Form 10-K. As announced in the press release incorporated in our Form 8-K filed on October 20, 2009, the Company has reached an agreement in principle to resolve the SEC investigation. The SEC Commissioners must still approve the agreement, which was reached with the Denver Regional Office of the SEC, and thus, the terms are not final.

The requested documents the Company voluntarily provided during the course of the investigation related to expense reimbursements and other corporate expenditures for Vinod Gupta, former chief executive officer of the Company. Specifically, the documents included Company records related to Mr. Gupta s credit card expenses which were reimbursed by the Company, country club expenses paid by the Company, and non-commercial flight costs paid by the Company for Mr. Gupta.

The documents provided included records from 2003 to 2007. At the request of the Division of Enforcement of the SEC, the Company prepared and included with the documents a summary of the expense reimbursements and corporate expenditures. The summary, among other things, identified the expense reimbursements and corporate expenditures that the Company believes should be appropriately categorized as personal benefits to Mr. Gupta. Mr. Gupta believes that the Company has included in this category expenses that were reasonable business expenses and that were integrally and directly related to the performance of his executive duties and/or did not provide any personal benefit to him.

In preparing the summary, the Company reviewed the available documentation detailing the amount and nature of each expense reimbursement and corporate expenditure related to Company-owned fractional interests in aircraft, club memberships and credit card expense reimbursements. In determining whether an expense reimbursement or corporate expenditure was a personal benefit to Mr. Gupta, the Company utilized the following principles:

#### **Benefit from Company Aircraft**

To determine whether the use by Mr. Gupta and/or one of his guests of Company-owned fractional ownership interests in aircraft was integrally and directly related to the performance of Mr. Gupta s duties, the Company examined whether the primary purpose of such flight was business or personal in nature, by considering available documentation and surrounding circumstances. This included an examination of whether a flight was made to a destination primarily for vacation or other non-business purposes, and whether any business purpose was an ancillary consideration rather than the primary reason for the trip.

If it was determined that the primary purpose of a flight was non-business in nature, the Company deemed the entire cost of such flight to be a personal benefit to Mr. Gupta.

#### **Benefit from Club Memberships**

For certain of the clubs, the portion of the club membership dues that were paid by the Company were deemed a personal benefit to Mr. Gupta.

With respect to other expenses related to the club memberships, (such as, among other things, usage fees, entertainment expenses and equipment and pro shop charges), the Company sought to determine, for each such expense, if it involved a justifiable business purpose. If it did not, it was deemed a personal benefit to Mr. Gupta.

**Expense Reimbursements**

The Company examined each expenditure for which reimbursement was provided to Mr. Gupta to determine whether there was specific documentation of a justifiable business purpose.

The Company did not assume that any expenditure, including those involving travel, hotel and meal expenses, was business-related unless a business justification was specifically provided or could be substantiated through other related documentation.

The recurrence of reimbursements and expenditures over a multi-year period led the Company to refine its analysis on whether the ostensible business purpose for a single trip or event was an ancillary consideration, rather than the primary purpose. Under the refined analysis, the Company deemed all of the reimbursement of certain recurring travel and events (and related expenditures) to be a personal benefit to Mr. Gupta (notwithstanding an identified business purpose), unless documentation and surrounding circumstances substantiated that the travel or event was primarily business in nature. As a result, the Company identified personal benefits to Mr. Gupta that had not been previously deemed personal under the analysis used for prior reporting.

On completion of the analysis, the Company concluded based on this methodology that there were more personal benefits to Mr. Gupta than had been previously concluded for fiscal years 2003 through 2008. The Company is filing this amendment to the Company's Form 10-K for the fiscal year ended December 31, 2008 to amend the personal benefits reported for Mr. Gupta for fiscal years 2006, 2007, and 2008, the years covered by that report. The Company is revising and increasing the personal benefits previously reported to Mr. Gupta as follows:

**Benefit from Company aircraft as previously reported**

2008: \$181,629  
2007: \$152,903  
2006: \$125,708

**Benefit from Company aircraft as reported in this amendment**

2008: \$208,500  
2007: \$252,422  
2006: \$460,950

**Benefit from club memberships as previously reported**

2008: \$31,656  
2007: \$63,528  
2006: \$67,551

**Benefit from club memberships as reported in this amendment**

2008: \$52,663  
2007: \$86,080  
2006: \$88,074

**Benefit from expense reimbursement as previously reported**

2008: \$62,537  
2007: \$156,682  
2006: \$123,512

**Benefit from expense reimbursement as reported in this amendment**

2008: \$114,793  
2007: \$368,309  
2006: \$238,379

The Company is filing this Amendment No. 2 on Form 10-K/A solely to amend the compensation and personal benefits previously reported in our prior Form 10-K/A for Mr. Gupta in the Summary Compensation Table included in Item 11, Executive Compensation. Aside from updates presented in the proxy statement for our annual shareholders meeting on October 29, 2009, the Company is not materially modifying or updating the disclosures presented in our Form 10-K or Form 10-K/A except as noted in the foregoing sentence. Accordingly, this Amendment should be read in conjunction with our Form 10-K and prior Form 10-K/A for the year ended December 31, 2008, and our other filings with the SEC subsequent to those reports.

## **PART III**

### **Item 11. Executive Compensation**

#### **Compensation Discussion and Analysis**

This Compensation Discussion and Analysis ( CD&A ) should be read in conjunction with the Summary Compensation Table and related discussion provided below. The term Named Executive Officers ( NEOs ) refers to the executive officers listed in the Summary Compensation Table. Our CD&A addresses the following items:

overview of executive compensation;

how we determine executive compensation;

our philosophy regarding executive compensation;

objectives of executive compensation elements;

executive compensation decisions for fiscal year 2008;

severance and change in control considerations; and

tax and accounting considerations.

#### **Overview of Executive Compensation**

The Compensation Committee of our Board of Directors (the Committee ) is responsible for establishing, implementing and monitoring the administration of our executive compensation programs in accordance with the Company's compensation philosophy and strategy, and for approving executive compensation (other than for the Chief Executive Officer, for whom the Committee makes recommendations to the full Board). The Committee also works in conjunction with the Independent Directors (as such term is defined in the Stipulation of Settlement) to determine equity plan awards. The Committee seeks to reward the Company's executive officers in a fair, reasonable and competitive manner. The compensation program consists of base salary, annual short-term incentives (both performance-based and discretionary), long-term equity-based incentive compensation, and personal benefits.

During fiscal year 2008, the members of the Committee who determined the compensation of our executive officers were Bernard W. Reznicek (Chair from January 1, 2008 until June 1, 2009 and member from January 1, 2008 until present), Robin S. Chandra (from January 25, 2008 until February 6, 2009), George F. Haddix (from January 25, 2008 until August 20, 2008), Clifton T. Weatherford (from September 12, 2008 until January 30, 2009), and Dennis P. Walker (from January 1, 2008 until January 25, 2008).

#### **How We Determine Executive Compensation**

*The Role of the Committee.* Executive compensation is determined by the Committee, which meets at least quarterly to consider issues relating to executive compensation. It draws on internal and external resources to provide necessary information and recommendations, as appropriate. In 2008, the Committee met eight times. Each year, the Committee (1) reviews its Charter to ensure that it remains consistent with stockholder interests and good corporate governance principles and (2) performs an evaluation of its performance. In 2008, the Committee engaged in the following activities related to executive compensation to ensure it carried out its responsibilities as outlined in the Charter:

reviewed each element of compensation of the NEOs;

reviewed and approved corporate goals and objectives relevant to the compensation of the Chief Executive Officer ( CEO ) and made a recommendation to the Board with regards to the CEO's compensation levels;

considered and made recommendations to the Board of Directors with respect to the adoption, amendment, administration or termination of compensation, welfare, benefit, pension and other plans related to the compensation of current and former employees of the Company;

reviewed and approved the CD&A as required by the SEC and certified the CD&A and its contents through the issuance of the Compensation Committee Report; and

retained legal, accounting and other relevant advisors as it deemed necessary to carry out its fiduciary responsibilities at the Company's expense.

In addition, each member of the Committee is a non-employee director within the meaning of Rule 16b-3 under the Securities Exchange Act of 1934, as amended (the Exchange Act), an outside director within the meaning of Section 162(m) of the Internal Revenue Code, and an Independent Directors under the applicable rules of the NASDAQ Global Select Market.

For the benefit of our stockholders, the Compensation Committee Charter is posted on the Company's website at [www.infogroup.com](http://www.infogroup.com) under the caption Corporate Governance.

The Committee, in carrying out the responsibilities as outlined in its Charter, is wholly responsible for determining the compensation paid to the executive officers, other than the CEO, and recommending the compensation of the CEO to the Board. The Board determines the compensation of the CEO. The CEO is not present during Board or Committee deliberations or voting on the compensation of the CEO.

*The Role of Executive Officers.* In January 2008, our former CEO reviewed the performance of Mr. Mallin, Mr. Dean, Mr. Israelsen and Dr. Mahnke, the NEOs employed by the Company at that time. Based on this review, the former CEO made compensation recommendations to the Committee, including recommendations for base salary adjustments, actual annual incentive award recommendations, and performance metrics for determining such awards at the end of 2008. In January 2009, Bill L. Fairfield, our current CEO, made compensation recommendations for the executive officers, including base salary adjustments, annual incentive awards to be granted for 2008 performance and metrics for determining 2009 annual incentive awards. Although the Committee considered these recommendations, it retained full discretion to set all compensation for the NEOs. The Committee has the discretion to invite the CEO to be present during the Committee's deliberations on the compensation of the NEOs.

*The Role of the Compensation Consultant.* Under the Committee's Charter, the Committee has the authority to retain consultants to aid in its duties from time to time. Pursuant to this authority, in 2007, the Committee retained Pearl Meyer & Partners (PM&P), an outside executive compensation consulting firm. PM&P assists the Committee with the collection and interpretation of competitive market data and prevalence information with regard to executive compensation levels and executive compensation plan design. PM&P is engaged by, and reports directly to, the Committee. PM&P works with the Committee, in conjunction with management, to design the Company's compensation programs to support our business strategy.

PM&P also participates in executive sessions of Committee meetings, where no members of Company management are present.

*Employment Agreements.* The Committee has negotiated and approved employment agreements with executive officers of the Company, including compensation terms commensurate with those of similarly-situated companies. In December 2008, the Committee negotiated and approved employment agreements with Mr. Fairfield and Mr. Oberdorf.

*Compensation Benchmarking.* It is crucial to our long-term performance that we are able to attract and retain a strong leadership team. To facilitate retention of executive officers, it is critical that we are able to offer compensation opportunities competitive with those available to them in equivalent positions in our industry or at other publicly-traded or similarly-situated companies. The Committee considers publicly-available information concerning executive compensation levels paid by other companies in our industry and in relevant labor markets as one factor in determining appropriate compensation levels.

In 2008, PM&P provided the Committee with counsel on compensation plan design and compensation levels for the CEO and the other senior executives, including each of the NEOs. PM&P assisted the Committee by providing market compensation data on base pay, as well as annual and long-term incentives, as further discussed below.

*Peer Group.* The Company primarily competes for talent in the information collection and distribution industry and benchmarks executive compensation levels against other publicly-traded companies in this industry. In 2008, the Committee referred to the following peer group, developed by PM&P, of publicly-traded companies in the information collection and distribution industry for benchmarking executive compensation.

Acxiom Corporation

Dun & Bradstreet Corporation

Equifax Incorporated

FactSet Research Systems, Inc.

Fair Isaac Corporation

Gartner Incorporated

Harte-Hanks Incorporated

Lamar Advertising Company

MSC Industrial Direct

Salesforce.com

Valassis Communications, Incorporated

This peer group was developed to reflect the size and growth profile of the Company. Data is generally size-adjusted as appropriate to account for the size of the companies in the peer group relative to the Company.

*Other Market Comparisons.* PM&P also provides the Committee with competitive data from compensation surveys conducted by other compensation consulting firms. These surveys collect compensation information from hundreds of companies for different positions in a variety of industries. These compensation surveys were queried to analyze the types and levels of compensation paid to executive officers (with responsibilities similar to those of our executive officers) of companies comparable in size and growth profile to the Company.

In addition, PM&P periodically provides the Committee and management with market data on a variety of compensation-related topics.

The Committee considers the competitive data from the peer group and from the compensation surveys but does not rely on it exclusively in making decisions with regard to executive compensation levels. Because the Company does not rely on compensation surveys exclusively, the specific compensation survey participants were not material to our decisions regarding executive compensation. Finally, the Committee was not aware of any individual participant in these surveys.

#### **Our Philosophy Regarding Executive Compensation**

We believe that it is in the best interest of the Company and its stockholders to employ talented, committed, high-performing leaders who can sustain and improve the Company's performance. We believe that executive compensation must serve to:

align the interests of executives and stockholders;

attract and retain top executives;



reward executives for meeting and exceeding financial and strategic business goals;

motivate executives to perform at their highest potential;

reinforce a sense of teamwork through common objectives and shared rewards for performance;

provide a competitive pay opportunity; and

maintain internally fair and equitable compensation levels and practices.

The Committee does not necessarily target a specific position within the external market (i.e., the 50th percentile) but rather evaluates total compensation within the context of a number of factors described in greater detail below.

### **Objectives of Executive Compensation Elements**

Each NEO's annual total compensation is composed of a mix of fixed and variable compensation elements, consisting of:

base salary;

annual cash incentive plan;

long-term equity incentives; and

other benefits.

We expect that this mix can and should change from time to time as our business needs and objectives evolve, and as external business and market circumstances change. The Committee reviews the combined value of all of the elements of compensation awarded in previous years, both targeted and actual, when considering proposed compensation for the current year.

We believe that it is appropriate to take a holistic view of each executive officer's total compensation opportunity and review it annually on a prospective basis. The Company believes the value of an executive's performance cannot be measured solely by reference to objective performance indicators or based on a simple formulaic approach; compensation should be awarded based on consideration of both objective and subjective factors. Therefore, we retain discretion to adjust different compensation elements based on particular facts and circumstances and consider other subjective factors.

*Base Salary.* The objectives of the Company's base salary element are to allow the Company to attract and retain qualified executives and to recognize and reward individual performance. The following items are considered when determining actual base salaries and making adjustments to base salaries:

our past performance and expectations of future performance;

individual scope of responsibility, performance and experience;

competitive compensation data from the peer group and other market comparisons;

historical salary levels; and

the recommendations of the CEO (only with respect to other NEOs).

*Annual Cash Incentive Plan.* The objectives of our Annual Cash Incentive Plan, which consists of annual performance-based cash incentives and discretionary bonuses, are to:

reward executives for meeting financial and strategic business goals and objectives;

motivate executives to perform at their highest potential;

reinforce a sense of teamwork through common objectives and shared rewards for performance; and

align the interests of executives and stockholders.

For performance-based cash incentives, target award opportunities are established at the beginning of each year. Actual awards of performance-based cash incentives are predicated on:

the Company's and individual's performance against goals and objectives established at the beginning of the year, which rewards executives for meeting financial and strategic business goals and objectives; and

the Committee's assessment of individual performance, which motivates executives to perform at their highest potential.



Each year the Committee selects performance measures and goals for the performance-based cash incentive portion of the Annual Cash Incentive Plan. The Company believes the performance measures and goals support stockholder value creation and align the interests of executives and stockholders.

For business unit heads, performance goals are often based on business unit-specific performance goals to reward executives when their business unit meets financial and strategic business goals and objectives.

The Committee has also used discretionary bonus awards in the past. The Committee considers a number of factors in determining who will receive a discretionary bonus award and the size of the award. Historically, discretionary cash bonuses have been made to recognize extraordinary efforts in the context of:

actual performance not warranting a formulaic incentive award because of changing business conditions; or

the completion of special projects (such as a business acquisition) or strategic initiatives.

The Committee believes it is important that it retain the authority to consider the strategic importance of items with respect to the payment of discretionary bonuses, as these items are not necessarily part of any business or strategic plan developed at the beginning of the year.

*Long-term Equity Incentives.* While the Committee focused on cash compensation for our executive officers in recent years and through most of 2008, the Committee, in conjunction with the disinterested Independent Directors on the board, implemented long-term equity incentives for executives near the end of 2008. The equity-based component is intended to provide significant incentives directly linked to the long-term performance of the Company. All equity grants are approved by a majority vote of the disinterested Independent Directors of the Board.

*Benefits and Perquisites.* We offer a variety of health, welfare and qualified retirement programs to all employees, including our NEOs. The health, welfare and retirement programs available to our NEOs are the same as those offered to all employees. The Company believes that offering a competitive benefits program is necessary to attract high-caliber executive talent. The Company does not offer any supplemental benefit programs, such as a supplemental executive retirement plan (SERP), to any NEO.

In the past, the Company also has offered certain perquisites, generally restricted to NEOs. As described below, as a result of the Special Litigation Committee's investigation, the Independent Directors implemented a policy essentially eliminating such perquisites in October 2008. Please see the "All Other Compensation" column in the Summary Compensation Table (and the related discussion in the footnotes thereto) provided below for more detailed information on the perquisites and personal benefits received by the NEOs during fiscal years 2006, 2007, and 2008.

As discussed in the explanatory note, we have revised certain other compensation amounts for Mr. Gupta within this filing. Please see the explanatory note on page 3 for further details on our current methodology of determining certain other compensation amounts.

The Special Litigation Committee, whose activities are described in more detail in Item 9A of our 2007 Form 10-K/A, reviewed, among other things, certain expense reimbursements (including those for lodging, flights, meals, private club memberships, the use of the former chief executive officer's residences, and legal fees incurred by the former chief executive officer) and certain other corporate expenditures (including for the usage of aircraft, a yacht and automobiles, premiums for life insurance policies, salaries of several employees and grants of stock options).

Based on its review, the Special Litigation Committee found that various expense reimbursements and corporate expenditures were excessive and approved a series of remedial measures relating to perquisites and personal benefits. These measures have been implemented by the Company and include the following, which are designed to continue in effect at least until December 31, 2013:

A new position of Executive Vice President for Business Conduct and General Counsel has been created. The Executive Vice President for Business Conduct and General Counsel will, among other things, approve certain expense reimbursement requests as determined by the Independent Directors (as such term is defined in the Stipulation of Settlement).

The Independent Directors developed and approved a new delegation of authority protocol to specify the size of transactions each officer is permitted to enter into on behalf of the Company. Among other things, pursuant to the protocol, the following will require prior approval by the Chairman of the Board, the Chairman of the Audit Committee and the Executive Vice President for Business Conduct and General Counsel (and a subsequent report to the Audit Committee): the purchase or lease of aircraft or motor vehicles (not including conventional car rentals); mortgage or rental payments on offices, homes, apartments or any other real property not used exclusively for business purposes; and club membership fees.

The Independent Directors mandated, in the delegation of authority, a business expense policy applicable to all employees of the Company. The policy prohibits the reimbursement of any expense that is not a legitimate business expense. The policy also provides guidance as to determining what is and what is not a proper business expenditure. In this regard, the policy prohibits the use of Company resources (including corporate credit cards) for personal expenses, requires restitution of any expenditure later deemed personal, and includes a compensation hold-back feature to ensure that restitution is made when necessary.

All company reimbursements for expenses are subject to uniform, company-wide policies and procedures.

As mentioned above, the delegation of authority adopted by the Independent Directors eliminated any Company expense that conveys to any employee a significant personal benefit unrelated to the Company's business interests.

Copies of the policies implementing the remedial measures adopted by the Special Litigation Committee are posted on the Company's website at [www.infogroup.com](http://www.infogroup.com) under the caption Corporate Governance.

#### **Executive Compensation Decisions for Fiscal Year 2008**

For the fiscal year ended December 31, 2008, the principal components of compensation for the NEOs were: base salary; annual incentive plan consisting of performance-based cash incentive awards; equity-based awards; and other personal benefits and perquisites.

*Base Salary.* On an annual basis (and/or at the time of promotion), the Committee reviews individual base salaries of the NEOs. Salary increases are based on the Company's overall performance and the executive's attainment of individual objectives during the preceding year in the context of competitive market data.

The Committee does not assign relative weights or rankings to the different factors previously discussed to determine base salary, but instead makes a determination based upon the consideration of all factors.

At its meeting in January 2008, the Committee determined base salary levels for Mr. Dean at \$380,000, Mr. Mallin at \$660,000, Mr. Israelsen at \$400,000, and Dr. Mahnke at \$332,000. Effective in September 2008, the Committee approved increases to salaries for Mr. Dean and Mr. Mallin. The salaries at fiscal year-end December 31, 2008 for these NEOs are as follows:

| NEO              | 2008 Position                  | Fiscal Year-End      | Fiscal Year-End      | Percent  |
|------------------|--------------------------------|----------------------|----------------------|--|
|                  |                                | December 31,<br>2008 | December 31,<br>2007 | Increase<br>(Decrease)<br>for<br>Fiscal Year<br>2008 |
| Stormy L. Dean   | Chief Financial Officer        | \$ 451,100           | \$ 300,000           | 50%  |
| Edward C. Mallin | President, Services Group      | \$ 804,700           | \$ 600,000           | 34%  |
| Mark Israelsen   | President, SalesGenie.com      | \$ 400,000           | \$                   |  |
| Dr. Greg Mahnke  | President, Macro International | \$ 332,000           | \$ 332,000           |  |

The Committee approved an employment agreement with Mr. Israelsen in connection with his appointment as President of SalesGenie.com in January 2008, which such agreement was entered into on February 1, 2008. That agreement provides for (1) a base salary of \$400,000 per year, (2) the opportunity for annual cash incentives based on the annual growth rate of SalesGenie.com; (3) an additional bonus of \$100,000 per quarter for the first 12 quarters of employment; (4) other long-term incentives; and (5) a right to receive severance payments under certain conditions. In a related agreement, Mr. Israelsen agreed to post-employment non-competition and non-solicitation obligations.

Mr. Fairfield was appointed CEO on August 20, 2008, and the Committee deferred a decision concerning his base salary at that time. In October 2008, the Committee recommended, and the Board approved, a base salary of \$750,000 per year for Mr. Fairfield. In December 2008, the Committee also negotiated and approved an employment agreement incorporating the guidelines for Mr. Fairfield's compensation established by the Board in October 2008. Mr. Fairfield's agreement provides for (1) a base salary of \$750,000 per year, (2) the opportunity for annual cash incentives based upon achievement of individual and objective Company performance criteria, (3) other long-term incentives which may be awarded from time to time, and (4) a right to receive severance payments under certain conditions. This agreement was ratified by the Board in January 2009. As part of the agreement, Mr. Fairfield agreed to post-employment non-competition and non-solicitation obligations.

The Committee negotiated and approved an employment agreement with Thomas Oberdorf in connection with his appointment as CFO on December 5, 2008, providing for (1) a base salary of \$425,000 per year, (2) a one-time sign-on bonus of \$100,000, (3) the opportunity for annual cash incentives based upon achievement of individual and objective Company performance criteria, (4) other long-term incentives which may be awarded from time to time, (5) Company paid relocation expenses and (6) a right to receive severance payments under certain conditions. As part of the agreement, Mr. Oberdorf agreed to post-employment non-competition and non-solicitation obligations.

Mr. Gupta, whose base salary had not yet been established for 2008, resigned as CEO on August 20, 2008. His severance arrangements are described below the All Other Compensation table in footnote (b).

*Annual Cash Incentive Plan.* The 2008 Annual Cash Incentive Plan was designed to motivate and reward the NEOs for achievement of high levels of operating performance and to motivate executives to perform at their highest potential. NEOs were eligible for performance-based cash incentives under the plan based primarily upon achievement, both by the individual officer and the Company, of performance goals established for the year, as well as on the Committee's assessment of individual performance.

The Committee set minimum (threshold), target and maximum levels for each performance measure.

As a general rule, we believe that performance goals should be set at levels that reflect excellent performance, superior to the results of median-performing companies in our industry. Achieving performance goals requires significant effort on the part of the NEOs and the Company. At the same time, performance goals should be realistically achievable to provide the appropriate degree of motivation. To achieve this objective, in making the annual determination of the minimum, target and maximum performance goals, the Committee considers:

the specific circumstances facing the Company in the current year;

financial objectives of our strategic plan; and

stockholder expectations regarding the Company's performance.

The minimum performance goal reflects the Committee's minimum level of acceptable performance. If the Company does not achieve the minimum performance goal, performance-based cash incentive awards will not be made. The maximum performance goal reflects a level of performance that would significantly exceed the Committee's and the Company's expectations of performance.

At the end of each fiscal year, the Committee also completes an assessment of individual performance relative to the goals that were set at the beginning of each year. These individual performance goals motivate and reward strong Company performance in relation to key metrics such as EBITA (earnings before interest expense, income taxes and amortization), revenue and earnings per share. Specifically, the Committee compared the actual performance to the

performance goals set at the beginning of the year, and linearly interpolated the amount of incentive to be paid to each individual based on actual Company performance.

For 2008, the Committee selected the following performance measures and the performance goals required for Messrs Mallin and Dean to earn the indicated cash bonus. Each of the performance measures was equally weighted.

| <b>Performance Measures</b>   | <b>Threshold</b> | <b>Target</b> | <b>Maximum</b> |
|-------------------------------|------------------|---------------|----------------|
| Revenue                       | \$748 million    | \$768 million | \$788 million  |
| EBITA                         | \$114 million    | \$118 million | \$123 million  |
| EPS                           | 84¢ per share    | 88¢ per share | 94¢ per share  |
| Year End Bonus As % of Salary | 50% of salary    | 75% of salary | 100% of salary |

The Committee uses straight line interpolation in determining the year end bonus if actual performance occurs between goals. The performance measures and targets disclosed above are done so solely in the context of the annual cash incentive plan for 2008 and are not statements of management's expectations or estimates of future results or other guidance. Investors are cautioned not to apply these statements to other contexts.

The exhibit below shows the threshold, target, maximum performance-based cash incentive opportunity for each executive.

| <b>NEO</b>       | <b>Annual Performance-Based Cash Incentive Opportunity as a Percentage of Salary</b> |               |                |
|------------------|--|---------------|----------------|
|                  | <b>Threshold</b>   | <b>Target</b> | <b>Maximum</b> |
| Stormy L. Dean   | 50% of salary  | 75% of salary | 100% of salary |
| Edward C. Mallin | 50% of salary  | 75% of salary | 100% of salary |

The performance levels were not met for 2008 and therefore, no performance based year end bonuses were paid for 2008.

Mr. Fairfield, Mr. Oberdorf, and Mr. Gupta did not participate in the 2008 Annual Cash Incentive Plan. The employment agreement with Mr. Israelsen provides that he is eligible for an annual cash bonus equal to his base salary multiplied by a percentage that is equal to two times the annual growth rate of SalesGenie.com. Based on this calculation, Mr. Israelsen did not receive an annual performance based cash award for 2008. Dr. Mahnke's annual performance based cash award is based on 10% of operating income over \$13 million for the Macro International division. Based on this calculation, Dr. Mahnke received an annual performance based cash award of \$261,398 for 2008.

As previously discussed, the Committee also retains the authority to provide discretionary cash bonuses to NEOs. During 2008 discretionary bonuses were awarded to Mr. Dean in the amount of \$50,000, and Mr. Mallin in the amount of \$150,000. Mr. Mallin was awarded his discretionary bonus for 2008 based on his leadership of the Services Group, the performance of that group during the year despite a difficult economy, and in recognition that his total compensation was below the average of his peer group for the year. Mr. Dean was awarded his discretionary bonus for 2008 based on his leadership during the management transition at the Company, his increased and exceptional participation since the management changes of August 2008, and in recognition that his total compensation was below the average of his peer group for the year.

In January 2009, the Committee selected the participants and received input from management on the performance goals for the 2009 annual incentive program. The objective financial performance goals for most NEOs in 2009 are based on divisional and corporate operating income. For individuals who do not have responsibility for revenue producing areas of the Company, the financial performance goals are based on operating income and different forms of cost containment. All NEOs have also been provided with subjective goals related to Company and individual performance as well.

*Long-term Equity Incentives.* The Company did not actively use long-term incentives through most of 2008. After the management changes in August, the Committee reviewed its prior focus on cash compensation, developing the view that the Company needed to add an equity-based component. The equity-based component is intended to provide significant incentives directly linked to the long-term performance of the Company and the performance of our stock



price.

The Committee considered the balance between short-term and long-term incentives for executive officers. In December 2008, the Committee recommended to the Independent Directors, and the Independent Directors approved, the grant of restricted stock units to all executive officers. The award amounts (other than those for the CEO) were recommended by the CEO, based in part on the income level and relative importance of the executive officer. The vesting provisions for these restricted stock units are described within the Grants of Plan-Based Awards table.

| Name         | Restricted Stock<br>Units Granted<br>(#) |
|--------------|--|
| B. Fairfield | 200,000                                  |
| S. Dean      | 25,000                                   |
| T. Oberdorf  | 117,080                                  |
| E. Mallin    | 100,000                                  |
| M. Israelsen | 40,000                                   |
| G. Mahnke    | 25,000                                   |

*Other Personal Benefits and Perquisites.* Our NEOs are entitled to participate in the same health, welfare and retirement programs offered to all employees. These programs include tax-qualified 401(k), medical, dental and vision coverage and wellness programs, use of our employee assistance program, short and long-term disability, and paid time off in accordance with company policies. For programs to which employees contribute premiums, executives are subject to the same premium structure as other exempt employees.

In addition to the benefits programs described above, in the past we also provided our executives with certain perquisites of a more personal nature, to the extent they serve a legitimate business function. However, the Special Litigation Committee's review, as described above, has found that various expense reimbursements and corporate expenditures related to perquisites were excessive. Based on the Special Litigation Committee's review, the Independent Directors eliminated material perquisites for Company executives. For information on the perquisites and personal benefits received by the NEOs during fiscal years 2006, 2007 and 2008, please see the All Other Compensation column in the Summary Compensation Table and related discussions in the footnotes thereto provided below. Please refer to (i) Item 9A of the 2007 Form 10-K/A for more information on the Special Litigation Committee's findings and (ii) the Form 8-K/A filed with the Securities and Exchange Commission on August 22, 2008 for the final remedial measures adopted in connection with the Stipulation of Settlement. Copies of the policies implementing the remedial measures adopted by the Special Litigation Committee are available on our website [www.infogroup.com](http://www.infogroup.com) under the caption entitled Corporate Governance.

As discussed in the explanatory note, we have revised certain other compensation amounts for Mr. Gupta within this filing. Please see the explanatory note for further details on our current methodology of determining certain other compensation amounts. Please refer to the Form 8-K filed on October 20, 2009 incorporating by reference a press release that announced the Company has reached an agreement in principle to resolve the SEC investigation.

#### **Severance and Change in Control Considerations**

Mr. Dean and Mr. Mallin entered into severance agreements with the Company in February 2006 that provide for certain payments upon termination of employment and/or change in control. The Company's employment agreements with Mr. Fairfield and Mr. Oberdorf entered into in December 2008, and Mr. Israelsen, entered into in February 2008, provide for certain payments upon termination of their employment and/or change in control.

When the Company entered into these severance arrangements, it was determined that such arrangements were appropriate based on their prevalence within the information collection and distribution industry, as well as for public companies in general, and the dynamic nature of mergers and acquisitions activity within the industry. Given the nature of the responsibilities of the NEOs, we also recognize that they could be involved in critical decisions relating to potential change in control transactions and responsible for the successful implementation of such transactions, while being at risk of losing their jobs if a change in control occurs. The severance arrangements are intended to provide sufficient protection for the NEOs to permit them to consider potential transactions that are in the best



interest of our stockholders without being unduly influenced by the possible effects of the transaction on their personal employment situation and individual compensation.

As previously reported, on August 20, 2008, the Company announced that Mr. Gupta resigned as the CEO of the Company effective as of that date. In connection with Mr. Gupta's resignation, the Company and Mr. Gupta entered into a separation agreement and general release, dated as of August 20, 2008. The Company and Mr. Gupta amended the separation agreement and general release on September 4, 2008 to clarify the terms that govern Mr. Gupta's entitlement to healthcare benefits.

The severance arrangements and Mr. Gupta's separation agreement and general release, along with the severance arrangements of the other NEOs, are described in greater detail below the "All Other Compensation" table in footnote (b).

#### **Tax and Accounting Considerations**

The Committee considers the tax impact and accounting considerations of our compensation programs on the Company as well as on the NEOs from a personal perspective. For example, the Committee has considered the impact of tax provisions such as Section 162(m) of the Internal Revenue Code in structuring our executive compensation program and, to the extent reasonably possible, in consideration of compensation goals and objectives, the compensation paid to the NEOs has been structured so as to qualify as performance-based and deductible for federal income tax purposes under Section 162(m). However, in consideration of the competitive nature of the market for executive talent, the Committee believes it is more important to deliver situation-appropriate and competitive compensation to drive shareholder value than to use a particular compensation practice or structure solely to ensure tax deductibility. Tax and accounting considerations are one of the many key elements of the Committee's decision-making process.

#### **COMPENSATION COMMITTEE REPORT**

The Compensation Committee has reviewed and discussed the Compensation Discussion and Analysis required by Item 402(b) of Regulation S-K with management and, based on such review and discussion, the Compensation Committee recommended to the Board of Directors that the Compensation Discussion and Analysis be included in this Annual Report.

Respectfully submitted by the

Compensation Committee:

Thomas L. Thomas (Chair)

George Krauss

Bernard W. Reznicek

Roger Siboni

The information contained in the Compensation Committee Report in this report is not deemed to be soliciting material or to be filed with the SEC or subject to Regulation 14A or 14C under the Exchange Act or to the liabilities of Section 18 of the Exchange Act, and will not be deemed to be incorporated by reference into any filing under the Securities Act of 1933, as amended, or the Exchange Act, except to the extent we specifically incorporate it by reference into such a filing.

**SUMMARY COMPENSATION TABLE**

The following table sets forth the compensation paid by the Company for fiscal year 2008, 2007 and 2006 to the Company's Chief Executive Officer, Chief Financial Officer and each of the Company's three most highly compensated executive officers who were serving as executive officers as of December 31, 2008 and whose total compensation exceeded \$100,000 for fiscal year 2008 (collectively, the "Named Executive Officers" or "NEOs"):

| Name and Principal Position   | Year | Salary<br>(\$)(5) | Bonus<br>(\$)(6) | Awards<br>(\$)(7) | Non-Equity                 |  | All Other<br>Compensation<br>(\$)(9) | Total<br>(\$) |
|---|------|-------------------|------------------|-------------------|----------------------------|--|--------------------------------------|---------------|
|   |      |                   |                  |                   | Stock<br>Awards<br>(\$)(8) | Option<br>Incentive<br>Plan<br>Compensation<br>(\$)(6) |                                      |               |
| Vinod Gupta(1)  | 2008 | \$499,039         | \$               | \$                | \$455,822                  | \$   | \$10,542,750                         | \$11,497,611  |
| Former Chief Executive<br>Officer (Former Principal<br>Executive Officer)   | 2007 | 750,000           |                  |                   | 746,738                    | 995,625  | 1,151,946                            | 3,644,309     |
|   | 2006 | 836,539           |                  |                   | 987,546                    |  | 1,117,563                            | 2,941,648     |
| Bill L. Fairfield(1)  | 2008 | 253,846           |                  | 6,460             |                            |  | 865                                  | 261,171       |
| Chief Executive Officer<br>(Principal Executive Officer)  |      |                   |                  |                   |                            |  |                                      |               |
| Stormy L. Dean(2)   | 2008 | 392,989           | 50,000           | 399               |                            |  | 40,900                               | 484,288       |
| Former Chief Financial Officer<br>(Former Principal Financial<br>Officer; Former Principal<br>Accounting Officer)               | 2007 | 300,000           | 100,000          |                   |                            | 236,100  | 48,250                               | 684,350       |
|   | 2006 | 270,769           | 46,000           |                   |                            | 144,000  | 9,600                                | 470,369       |
| Thomas Oberdorf(2)  | 2008 | 22,885            | 100,000          | 3,782             |                            |  | 4,231                                | 130,898       |
| Executive Vice President and<br>Chief Financial Officer<br>(Principal Financial Officer<br>and Principal Accounting<br>Officer) |      |                   |                  |                   |                            |  |                                      |               |
| Edward C. Mallin  | 2008 | 694,349           | 150,000          | 1,595             |                            |  | 79,625                               | 925,569       |
| President, Services Group   | 2007 | 600,000           |                  |                   | 3,312                      | 472,200  | 102,750                              | 1,178,262     |
|   | 2006 | 597,692           | 300,000          |                   | 22,931                     |  | 102,600                              | 1,023,223     |
| Mark Israelsen(3)   | 2008 | 355,385           | 400,000          | 638               |                            |  | 18,228                               | 774,251       |
| President, SalesGenie.com   |      |                   |                  |                   |                            |  |                                      |               |
| Dr. Greg Mahnke(4)  | 2008 | 336,162           |                  | 399               |                            | 261,398  | 64,142                               | 662,101       |
| President, Macro International  |      |                   |                  |                   |                            |  |                                      |               |

(1) Effective August 20, 2008, Mr. Gupta resigned his position as the Chief Executive Officer of the Company, and Mr. Fairfield was appointed to the position. This table

reflects  
Mr. Gupta's and  
Mr. Fairfield's  
compensation as  
NEOs.

Mr. Gupta's  
compensation  
subsequent to  
August 20, 2008  
as a director,  
and  
Mr. Fairfield's  
compensation as  
a director prior  
to August 20,  
2008, are  
reported under  
Director  
compensation.

- (2) Effective  
December 5,  
2008, Mr. Dean  
resigned his  
position as the  
Chief Financial  
Officer of the  
Company, and  
Mr. Oberdorf  
was appointed  
to the position.  
Mr. Dean  
remains  
employed by the  
Company in a  
different  
capacity.
- (3) Mr. Israelsen  
was hired on  
February 1,  
2008.  
Subsequent to  
the end of fiscal  
2008,  
Mr. Israelsen  
ceased to be an  
executive  
officer and  
employee of the  
Company.

(4) Subsequent to the end of fiscal 2008, Dr. Mahnke ceased to be an executive officer and employee of the Company.

(5) The dollar amount for the base salary of each executive officer varies slightly from that presented under the heading Compensation Discussion and Analysis due to the timing of the Company's pay cycle.

(6) See Compensation Discussion and Analysis Executive Compensation Decisions for Fiscal Year 2008 for a discussion of how the bonus and incentive award amounts were determined.

(7) Represents the amount recognized for financial statement reporting purposes with respect to the

fiscal year  
ended  
December 31,  
2008 in  
accordance with  
SFAS 123R for  
awards of  
restricted stock  
units granted  
under our 2007  
Omnibus  
Incentive Plan,  
as amended.  
The number of  
awards granted  
in 2008 can be  
found in the  
table Grants of  
Plan-Based  
Awards.



(8) Represents the amount recognized for financial statement reporting purposes with respect to the fiscal year ended December 31, 2008 in accordance with SFAS 123R for awards of stock options under our 1997 Stock Option Plan, as amended. The following table summarizes the assumptions used in the valuation of option awards.

| Name      | Grant Date | Number of Shares of Stock Granted | Dividend Yield | Risk-Free Rate | Expected Term | Volatility | Forfeiture Rate | 2008         | 2007         | 2006         |
|-----------|------------|-----------------------------------|----------------|----------------|---------------|------------|-----------------|--------------|--------------|--------------|
|           |            |                                   |                |                |               |            |                 | Fiscal Year  | Fiscal Year  | Fiscal Year  |
|           |            |                                   |                |                |               |            |                 | Compensation | Compensation | Compensation |
|           |            |                                   |                |                |               |            |                 | Cost         | Cost         | Cost         |
| V. Gupta  | 5/3/2002   | 500,000                           |                | 2.87%          | 4.67          | 89.06      | \$              | \$           | \$           | 10,317       |
|           | 7/24/2003  | 600,000                           |                | 2.87           | 4.67          | 89.06      |                 | 39,728       | 270,226      |              |
|           | 3/10/2005  | 500,000                           | 1.71           | 4.42           | 7.50          | 76.99      | 455,822         | 707,010      | 707,003      |              |
| E. Mallin | 5/3/2002   | 20,000                            |                | 2.87           | 4.67          | 89.06      |                 |              |              | 413          |
|           | 7/24/2003  | 50,000                            |                | 2.87           | 4.67          | 89.06      |                 | 3,312        | 22,518       |              |

(9) The following tables summarize the benefits included in the All Other Compensation column as revised.

Mr.

Mr.

Mr.

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| <b>2008</b>                                     | <b>Mr. Gupta(a)</b>  | <b>Fairfield</b> | <b>Mr. Dean</b>  | <b>Oberdorf</b> | <b>Mr. Mallin</b> | <b>Israelsen</b> | <b>Dr. Mahnke</b> |
|---|----------------------|------------------|------------------|-----------------|-------------------|------------------|-------------------|
| Severance(b)                                    | \$ 10,000,000        | \$               | \$               | \$              | \$                | \$               | \$                |
| Benefit from Company automobiles(d)             | 27,150               |                  |                  |                 |                   |                  |                   |
| Benefit from Company aircraft(e)                | 208,500              |                  |                  |                 |                   |                  |                   |
| Benefit from club memberships(f)                | 52,663               |                  |                  |                 |                   |                  |                   |
| Expense reimbursement(g)                        | 114,793              |                  |                  |                 |                   |                  |                   |
| Personnel services(h)                           | 68,019               |                  |                  |                 |                   |                  |                   |
| Home office allowance(k)                        | 64,000               |                  | 34,000           |                 | 72,000            |                  | 44,000            |
| 401(k) and profit sharing plan contributions(m) | 6,900                | 865              | 6,900            |                 | 6,900             |                  | 15,241            |
| Life insurance premiums(n)                      |                      |                  |                  |                 |                   |                  | 4,901             |
| Relocation expenses(o)                          |                      |                  |                  | 4,231           |                   |                  |                   |
| Housing expense(p)                              | 725                  |                  |                  |                 | 725               | 18,228           |                   |
| <b>Total</b>                                    | <b>\$ 10,542,750</b> | <b>\$ 865</b>    | <b>\$ 40,900</b> | <b>\$ 4,231</b> | <b>\$ 79,625</b>  | <b>\$ 18,228</b> | <b>\$ 64,142</b>  |

| <b>2007</b>                                     | <b>Mr. Gupta(a)</b> | <b>Mr. Dean</b>  | <b>Mr. Mallin</b> |
|---|---------------------|------------------|-------------------|
| Benefit from Company yacht(c)                   | \$ 5,836            | \$               | \$                |
| Benefit from Company automobiles(d)             | 66,354              |                  |                   |
| Benefit from Company aircraft(e)                | 252,422             |                  |                   |
| Benefit from club memberships(f)                | 86,080              |                  |                   |
| Expense reimbursement(g)                        | 368,309             |                  |                   |
| Personnel services(h)                           | 124,285             |                  |                   |
| Personal legal fees(i)                          | 145,910             |                  |                   |
| Prize money in a Company-sponsored contest(j)   |                     | 17,000           |                   |
| Home office allowance(k)                        | 96,000              | 24,000           | 96,000            |
| Automobile allowance(l)                         |                     | 500              |                   |
| 401(k) and profit sharing plan contributions(m) | 6,750               | 6,750            | 6,750             |
| <b>Total</b>                                    | <b>\$ 1,151,946</b> | <b>\$ 48,250</b> | <b>\$ 102,750</b> |

| <b>2006</b>                         | <b>Mr. Gupta(a)</b> | <b>Mr. Dean</b> | <b>Mr. Mallin</b> |
|-------------------------------------|---------------------|-----------------|-------------------|
| Benefit from Company yacht(c)       | \$ 11,376           | \$              | \$                |
| Benefit from Company automobiles(d) | 81,588              |                 |                   |
| Benefit from Company aircraft(e)    | 460,950             |                 |                   |
| Benefit from club memberships(f)    | 88,074              |                 |                   |
| Expense reimbursement(g)            | 238,379             |                 |                   |

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|   |              |          |            |
|---|--------------|----------|------------|
| Personnel services(h)                           | 124,596      |          |            |
| Home office allowance(k)                        | 96,000       |          | 96,000     |
| Automobile allowance(l)                         |              | 3,000    |            |
| 401(k) and profit sharing plan contributions(m) | 6,600        | 6,600    | 6,600      |
| Executive compensation consultant(q)            | 10,000       |          |            |
| Total   | \$ 1,117,563 | \$ 9,600 | \$ 102,600 |

- (a) As described under Certain Relationships and Related Transactions, the Company made payments during 2008 and 2007 to Jess Gupta, Mr. Gupta's son, of approximately \$24,000 and \$48,000, respectively for rent and \$6,000 and \$11,000, respectively for condominium association dues for a residence owned by Jess Gupta and used on occasion by Company employees and other persons with a business relationship with the Company. However, after these payments are reduced by (1) amounts attributable to the use of the property for business purposes by Company employees or other persons with a business relationship with the Company, as calculated on a per-day basis using the rates of nearby hotels, and (2) amounts

attributable to the use of other properties owned by Mr. Gupta for business purposes by Company employees or other persons with a business relationship with the Company for which the Company was not charged a rental fee, as calculated on a per-day basis using the rates of hotels in comparable locations, no net benefit to Mr. Gupta remains, and therefore no amount has been included in the table above. The Company's rental of this condominium was discontinued in August 2008.

- (b) Represents the amount awarded under the terms of the Stipulation of Settlement, related to Mr. Gupta's resignation as Chief Executive Officer of the Company on August 20, 2008. Mr. Gupta and the Company entered into a Separation Agreement and General Release

dated August 20, 2008 (the Separation Agreement ), under which Mr. Gupta granted a general release of the Company and received the right to severance payments totaling \$10.0 million. The first severance payment in the amount of \$5.0 million, which was due within sixty days of execution of the Separation Agreement, was paid by the Company to Mr. Gupta on October 17, 2008.

- (c) Represents the aggregate incremental cost to the Company during 2007 and 2006 of use of a Company-owned yacht by Mr. Gupta and his guests. We calculated the incremental cost of the use of the yacht by adding the operational cost of the yacht (including fuel, crew cost and catering), the depreciation recorded with respect to the yacht and the

interest expenses associated with the yacht, in each case pro-rated based on the number of days spent on board.

Mr. Gupta believes that the Company has listed in this category expenses that were reasonable business expenses and that were integrally and directly related to the performance of his executive duties and/or did not provide any personal benefit to him.

- (d) Represents the aggregate incremental cost to the Company during 2008, 2007 and 2006 of use of Company-owned or leased automobiles by Mr. Gupta. We calculated the cost of the use of the automobiles by adding the lease payments with respect to Company-leased automobiles, the depreciation recorded with respect to Company-owned automobiles and the insurance

premiums.  
Mr. Gupta believes that the Company has listed in this category expenses that were reasonable business expenses and that were integrally and directly related to the performance of his executive duties and/or did not provide any personal benefit to him.

- (e) Represents the cost to the Company of use of Company-owned fractional ownership interests in aircraft by Mr. Gupta, and his respective guests during 2008, 2007 and 2006. With respect to flights undertaken



for business purposes, no value has been attributed to additional passengers (including friends, family members and other guests) because the Company is billed for flights by the hour, regardless of the number of passengers, and therefore such passengers add only de minimis cost to such flights. Our methodology for determining such amounts was revised as discussed in the explanatory note on page 3. Mr. Gupta believes that the Company has listed in this category expenses that were reasonable business expenses and that were integrally and directly related to the performance of his executive duties and/or did not provide any personal benefit to him.

- (f) Represents payments by the Company during the fiscal year of usage fees, entertainment expenses and other expenses, as well as of one half of periodic dues, in connection with the use by Mr. Gupta, his guests, and Company

employees, of golf club and country club memberships (the remainder of the periodic dues are paid directly by Mr. Gupta). Our methodology for determining such amounts was revised as discussed in the explanatory note on page 3. Mr. Gupta believes that the Company has listed in this category expenses that were reasonable business expenses and that were integrally and directly related to the performance of his executive duties and/or did not provide any personal benefit to him.

- (g) Represents payments by the Company during the fiscal year of expenses charged by Mr. Gupta to various credit cards for expense reimbursement. The Company reviewed credit cards statements in detail based on the information available, and classified as perquisite entries with respect to which the Company was unable to identify adequate support to conclude that the expenditures were integrally and directly related to the

performance of Mr. Gupta's duties. Our methodology for determining such amounts was revised as discussed in the explanatory note on page 3. Mr. Gupta believes that the Company has listed in this category expenses that were reasonable business expenses and that were integrally and directly related to the performance of his executive duties and/or did not provide any personal benefit to him.

- (h) Represents payments by the Company during each fiscal year of salaries and expenses related to the rendering of property management and other services to assist Mr. Gupta. Mr. Gupta believes that the Company has listed in this category expenses that were reasonable business expenses and that were integrally and directly related to the performance of his executive duties and/or did not provide any personal benefit to him.
- (i) Represents payments by the Company during 2007 of personal legal fees

incurred by  
Mr. Gupta.

- (j) Represents prize money paid by the Company during 2007 to Mr. Dean as the winner of a Company-sponsored contest.
- (k) Represents payments by the Company during each fiscal year with respect to Messrs. Gupta, Dean, Mallin and Dr. Mahnke of costs associated with enabling them to perform their business responsibilities from their homes.
- (l) Represents payments by the Company during 2007 and 2006 of costs associated with the use by Mr. Dean of his personal automobile.
- (m) Represents matching Company contributions to the Company 401(k) and profit sharing plans.
- (n) Represents payments by the Company during 2008 for Dr. Mahnke's life insurance plan.
- (o) Represents payments by the Company during 2008 to Mr. Oberdorf for relocation expenses

of \$2,399 and related tax gross ups of \$1,832 to relocate to the Company's headquarters in Omaha, Nebraska.

- (p) Represents payments by the Company during 2008 for housing expenses for Messrs. Gupta, Mallin and Israelsen.

(q) Represents payments by the Company during 2006 of expenses associated with retaining an executive compensation consultant for Mr. Gupta.

The following table provides information regarding each grant of a plan-based award made to a NEO in the year ended December 31, 2008.

#### GRANTS OF PLAN-BASED AWARDS

| Name            | Estimated Future Payouts Under Non-Equity |             |              | Stock Awards(2):<br>Number of Shares of Stock or Units<br>Granted (#) | Grant Date<br>Fair Value<br>of Stock and Option Awards(3) |
|-----------------|---|-------------|--------------|---|---|
|                 | Incentive Plan Awards(1)                  |             |              |   |   |
|                 | Threshold (\$)                            | Target (\$) | Maximum (\$) |   |   |
| V. Gupta        | \$  | \$          | \$           |   | \$  |
| B. Fairfield    |   |             |              | 200,000   | 726,000   |
| S. Dean         | 190,000                                   | 285,000     | 380,000      | 25,000  | 116,500   |
| T. Oberdorf     |   |             |              | 117,080   | 425,000   |
| E. Mallin       | 330,000                                   | 495,000     | 660,000      | 100,000   | 466,000   |
| M. Israelsen(4) |   | 0           |              | 40,000  | 186,400   |
| G. Mahnke(4)    |   | 261,398     |              | 25,000  | 116,500   |

(1) With respect to Messrs. Dean and Mallin, these columns reflect potential awards under our 2008 Plan. The components of this plan and the non-equity incentive plans for Mr. Israelsen and Dr. Mahnke are discussed in more detail under the heading Compensation Discussion and

Analysis  
Executive  
Compensation  
for Fiscal Year  
2008. Actual  
payouts for 2008,  
if any, are  
disclosed in the  
Non-Equity  
Incentive Plan  
Compensation  
column of the  
Summary  
Compensation  
Table. For 2008,  
with the  
exception of  
Dr. Mahnke, the  
performance  
levels were not  
met and  
therefore, no  
performance  
based year end  
bonuses were  
paid for 2008.  
The grant date  
for these awards  
was January 24,  
2008 for  
Mr. Dean and  
Mr. Mallin,  
February 1, 2008  
for Mr. Israelsen  
and January 18,  
2008 for  
Dr. Mahnke.  
Mr. Gupta, Mr.  
Fairfield, and  
Mr. Oberdorf did  
not participate in  
our 2008  
incentive plans.

- (2) Grant of  
Restricted Stock  
Units under the  
2007 Omnibus  
Incentive Plan  
discussed in our  
Compensation

Discussion and Analysis. The grant date for these awards was December 18, 2008 for Mr. Fairfield and Mr. Oberdorf and December 26, 2008 for Mr. Dean, Mr. Mallin, Mr. Israelsen and Dr. Mahnke. The restricted stock units vest in four equal annual installments commencing December 18, 2009 for Messrs. Fairfield and Oberdorf and December 26, 2009 for Messrs. Dean, Mallin, Israelsen and Dr. Mahnke. If employment terminates for any reason, the remaining restricted stock units which have not vested are forfeited, except upon the consummation of a Corporate Transaction, as defined in the Company's Amended and Restated 2007 Omnibus Incentive Plan, the RSUs will become 100% vested if they are not assumed, or equivalent RSUs



are not substituted for the RSUs, by the Company or its successor.

(3) Amounts are computed in accordance with SFAS No. 123R.

(4) Neither Mr. Israelsen's or Dr. Mahnke's award had a minimum or a maximum threshold.

## OUTSTANDING EQUITY AWARDS AT 2008 FISCAL YEAR-END

| Name         | Option Awards(1)     |                      |            |            | Stock Awards(2)   |   |
|--------------|----------------------|----------------------|------------|------------|---|---|
|              | Number of Securities | Number of Securities |            |            | Number of Shares or Units of Stock that Have Not Vested | Market Value of Shares or Units of Stock That Have Not Vested |
|              | Underlying           | Underlying           | Option     | Option     | Have Not Vested   | Value   |
|              | Unexercised          | Unexercised          | Exercise   | Expiration | Have Not Vested   | (\$)  |
|              | Options              | Options              | Price (\$) | Date       | (#)   |   |
|              | (#)                  | (#)                  |            |            |   |   |
| V. Gupta     | 224,999              | 275,000              | \$12.60    | 3/10/2015  |   | \$  |
| B. Fairfield |                      |                      |            |            | 200,000   | 948,000   |
| S. Dean      |                      |                      |            |            | 25,000  | 118,500   |
| T. Oberdorf  |                      |                      |            |            | 117,080   | 554,959   |
| E. Mallin    |                      |                      |            |            | 100,000   | 474,000   |
| M. Israelsen |                      |                      |            |            | 40,000  | 189,600   |
| G. Mahnke    |                      |                      |            |            | 25,000  | 118,500   |

(1) These options were granted under the Company's 1997 Stock Option Plan, as amended, on March 10, 2005. These options vested 30% on March 10, 2008 and 15% on March 10, 2009, and will vest 15% on March 10, 2010, 15% on March 10, 2011, 15% on March 10, 2012 and 10% on March 10, 2013. These options have a term of 10 years.

- (2) See footnotes 2 and 3 for the above Grants of Plan-Based Awards table for a description of these restricted stock units for Messrs. Fairfield, Dean, Oberdorf, Mallin, Israelsen and Dr. Mahnke.

#### **OTHER POTENTIAL POST-EMPLOYMENT PAYMENTS**

##### **Severance Agreements with NEOs**

In February 2006, the Company entered into severance agreements with Edward C. Mallin and Stormy L. Dean. Each of the severance agreements provides that if the executive's employment is terminated either (i) by the Company for any reason other than Cause (as defined in the severance agreement), or (ii) by the executive for Good Reason (as defined in the severance agreement), the Company will make payments to the executive at a rate equal to the executive's Total Compensation (as defined below) for a period from 6 months to 24 months, depending on the length of service completed by the executive. In addition, if the executive elects to continue health and/or dental insurance coverage under COBRA, the Company will pay the employer portion of the monthly premium until the executive obtains substantially equivalent insurance coverage, but, in any event, for not more than 12 months. Total Compensation means the executive's base salary as in effect at the time of termination, plus the average of the executive's annual bonus amount for the three calendar years preceding the year in which the executive's employment terminates. If the Company becomes subject to a Change in Control (as defined below) and within twelve (12) months after such Change in Control, the executive's employment is terminated either (i) by the Company for any reason other than Cause, or (ii) by the executive for Good Reason, the Company shall pay to the executive a lump sum based on the executive's Total Compensation. The amount of the lump sum will be from one time up to three times the executive's Total Compensation, depending on the length of service completed by the executive, together with additional payments sufficient to compensate for certain federal excise taxes. In addition, if the executive elects to continue health and/or dental insurance coverage under COBRA, the Company will pay the employer portion of the monthly premium until the executive obtains substantially equivalent insurance coverage, but, in any event, for not more than 12 months. Also, all shares of capital stock, stock options, performance units, stock appreciation rights or other derivative securities of the Company held by the executive at the time of termination will become fully vested and exercisable. If the executive's employment terminates as a result of the executive's death or Disability (as defined in the severance agreement), the Company shall pay the executive's accrued compensation through the termination date, and a pro rata portion of the executive's target bonus for the year in which termination occurs. To receive any severance benefits, the executive must execute a general release of all claims against the Company and must refrain from competing with the Company and from soliciting the Company's employees for a period of up to 12 months after the date of termination. If it is determined that any payment or

distribution will be subject to the excise tax imposed under Internal Revenue Code Section 280G, then the executive will be entitled to receive an additional payment or gross up to ensure that severance payments are not diminished.

For purposes of the severance agreements, a Change in Control includes (i) the consummation of a merger or consolidation of the Company with or into another entity or any other corporate reorganization, if persons who were not stockholders of the Company immediately prior to such merger, consolidation or other reorganization own immediately after such merger, consolidation or other reorganization 50% or more of the voting power of the outstanding securities of each of (A) the continuing or surviving entity and (B) any direct or indirect parent corporation of such continuing or surviving entity; (ii) the sale, transfer or other disposition of all or substantially all of the Company's assets; (iii) a change in the majority of the board of directors without the approval of the incumbent board; (iv) any incumbent director who beneficially owns more than twenty percent (20%) of the total voting power represented by the Company's then outstanding voting securities involuntarily ceasing to be a director; or (v) any transaction as a result of which any person first becomes the beneficial owner (as defined in Rule 13d-3 under the Exchange Act), directly or indirectly, of securities of the Company representing at least 15% of the total voting power represented by the Company's then outstanding voting securities.

In December 2008, the Company entered into an employment agreement with Bill L. Fairfield. Please refer to the Form 8-K filed by the Company on December 31, 2008 for a complete copy of the employment agreement. The agreement with Mr. Fairfield provides for severance under certain circumstances. If the executive's employment is terminated either (i) by the Company without Cause (as defined in the agreement), or (ii) by the executive for Good Reason (as defined in the agreement), and such termination is not in anticipation of or on or after a Change of Control (as defined in the agreement), the Company will make payments to the executive at a rate equal to one half the executive's then Annual Salary plus one half the targeted Annual Cash Incentive for the year of termination. If such termination is in anticipation of or on or after a Change of Control, the Company shall pay to the executive a lump sum equal to two times executive's then Annual Salary plus two times the targeted Annual Cash Incentive for the year of termination, less any Change of Control incentive payment received by the executive. Regardless of whether such termination was related to a Change of Control, the executive, his spouse and dependent children shall be entitled to continuation of health insurance coverage under the Company's plans at the Company's expense for one year. Also, all equity awards held by executive at termination which vest based on time shall become vested as of termination. Finally, any performance objectives upon which the earning of performance-based long-term incentives are conditioned shall be earned based on actual performance at the date of termination.

If the executive's employment terminates as a result of the executive's death or Disability (as defined in the severance agreement), the Company shall pay the executive's accrued compensation through the termination date, and a pro rata portion of the executive's target bonus for the year in which termination occurs. The executive (if disabled), his spouse and dependent children shall be entitled to continuation of health insurance coverage under the Company's plans at the Company's expense for one year. Also, all equity awards held by executive at termination which vest based on time shall become vested as of termination. Finally, any performance objectives upon which the earning of performance-based long-term incentives are conditioned shall be deemed to have been met at the target level on the date of termination.

To receive any severance benefits, the executive must execute a general release of all claims against the Company. Executive has also agreed to refrain from competing with the Company and from soliciting the Company's employees for a period of one year after the date of termination. If it is determined that any payment or distribution will be subject to the excise tax imposed under Internal Revenue Code Section 280G, then the executive will be entitled to receive an additional payment or gross up to ensure that severance payments are not diminished.

In February 2008, a subsidiary of the Company, SalesGenie.com, Inc. entered into an employment agreement with Mark Israelsen, which provides for severance under certain circumstances. If Mr. Israelsen is terminated without cause (as defined in the agreement) or resigns for Good Reason (as defined in the agreement), the Company shall pay him, for a period of twelve months, his then current base salary plus a pro-rata amount equal to his annual bonus for the prior year. Such payments will cease immediately upon the first date executive commences any other full time employment. Additionally, upon such termination, the Company shall pay the executive any amount remaining under his agreed upon quarterly bonus, which is payable for the first 12 quarters of employment at \$100,000 per quarter.

Subsequent to the end of fiscal 2008, Mr. Israelsen ceased to be an executive officer and employee of the Company. The Company agreed to pay Mr. Israelsen severance of \$400,000, of which \$123,077 has already been paid, in accordance with his employment agreement.

To receive any severance benefits, the executive must execute a general release of claims against the Company. Executive has also agreed to refrain from competing against the Company and soliciting the Company's customers or employees for a period of two years following termination of employment.

In December 2008, the Company entered into an employment agreement with Thomas Oberdorf. Please refer to the Form 8-K/A filed by the Company on December 31, 2009 for a complete copy of the employment agreement. The agreement with Mr. Oberdorf provides for severance under certain circumstances. If the executive's employment is terminated either (i) by the Company without Cause (as defined in the agreement), or (ii) by the executive for Good Reason (as defined in the agreement), and such termination is not in anticipation of, or on or after a Change of Control (as defined in the agreement), the Company will make payments to the executive at a rate equal to one times the executive's then Annual Salary plus one times the average of the two highest Annual Cash Incentive payments received by the executive in the preceding three years (the total being defined as the Base Severance Amount). If such termination is in anticipation of or on or within 2 years after a Change of Control, the Company shall pay to the executive a lump sum equal to the Base Severance Amount within 30 days of termination, and will also pay, one year after termination, another lump sum equal to the Base Severance Amount less executive's then total compensation from any gainful employment. Regardless of whether such termination was related to a Change of Control, the executive, his spouse and dependent children shall be entitled to continuation of health insurance coverage under the Company's plans at the Company's expense for one year. Also, all equity awards held by executive at termination which vest based on time shall become vested as of termination. Finally, any performance objectives upon which the earning of performance-based long-term incentives are conditioned shall be earned based on actual performance at the date of termination.

If the executive's employment terminates as a result of the executive's death or Disability (as defined in the severance agreement), the Company shall pay the executive's accrued compensation through the termination date, and a pro rata portion of the executive's target bonus for the year in which termination occurs. The executive (if disabled), his spouse and dependent children shall be entitled to continuation of health insurance coverage under the Company's plans at the Company's expense for one year. Also, all equity awards held by executive at termination which vest based on time shall become vested as of termination. Finally, any performance objectives upon which the earning of performance-based long-term incentives are conditioned shall be deemed to have been met at the target level on the date of termination.

To receive any severance benefits, the executive must execute a general release of all claims against the Company. Executive has also agreed to refrain from competing with the Company and from soliciting the Company's employees for a period of one year after the date of termination. If it is determined that any payment or distribution will be subject to the excise tax imposed under Internal Revenue Code Section 280G, then the executive will be entitled to receive an additional payment or gross up to ensure that severance payments are not diminished.

Following the end of 2008, the Company, in March of 2009, entered into a severance and change in control agreement with Dr. Greg Mahnke. The agreement with Dr. Mahnke provides for severance if he is terminated without cause within twelve months following the sale of the Company's Macro International subsidiary to ICF International, which such sale was completed on March 31, 2009. If, during the twelve months following the sale, either (i) the executive's employment is terminated for other than Cause (as defined in the agreement), or (ii) the executive terminates his employment for Good Reason (as defined in the agreement), the Company will make a lump sum payment to the executive at a rate equal to one times the Executive's base annual salary plus one times the executive's targeted bonus for the year in which the Change in Control occurs.

To receive any severance benefits, the executive must execute a general release of all claims against the Company. Executive has also agreed to refrain from soliciting the Company's customers during the term of the agreement, and shall not solicit the Company's employees for the term of the agreement plus a period of one year following.

**Potential Payments under the Severance Agreements**

The following tables set forth the payments Mr. Fairfield, Mr. Dean, Mr. Oberdorf, Mr. Mallin, Mr. Israelsen and Dr. Mahnke would receive if they were terminated as of December 31, 2008.

**Potential Payments to Bill L. Fairfield upon the Occurrence of Certain Events**

| Component of Compensation            | Termination<br>by the<br>Executive<br>for Good Termination<br>Voluntary Reason,<br>Termination Other<br>or Than<br>Termination<br>for a Change<br>in Control |           |           | Without<br>Cause | Disability | Death     | Change in<br>Control of<br>Company<br>without<br>the | Change in<br>Control of<br>Company<br>with the |
|--------------------------------------|--|-----------|-----------|------------------|------------|-----------|--|--|
|                                      | Cause  | Control   | Company   |                  |            |           |  |  |
| Cash Severance (base salary + bonus) | \$   | \$510,000 | \$510,000 | \$510,000        | \$270,000  | \$270,000 | \$510,000  | \$2,040,000                                    |
| Stock Awards(1)                      |  | 948,000   | 948,000   | 948,000          | 948,000    | 948,000   | 948,000  | 948,000  |
| Health Insurance                     |  | 6,950     | 6,950     | 6,950            | 6,950      | 6,950     |  | 6,950  |
| Life Insurance                       |  |           |           |                  |            | 50,000    |  |  |
| Disability Pay                       |  |           |           |                  | 349,808    |           |  |  |

**Potential Payments to Stormy L. Dean upon the Occurrence of Certain Events**

| Component of Compensation            | Termination<br>by the<br>Executive<br>for Good Termination<br>Voluntary Reason,<br>Termination Other<br>or Than<br>Termination<br>for a Change<br>in Control |           |           | Without<br>Cause | Disability | Death   | Change in<br>Control<br>of<br>Company<br>without<br>the | Change in<br>Control of<br>Company<br>with the |
|--------------------------------------|--|-----------|-----------|------------------|------------|---------|---|--|
|                                      | Cause  | Control   | Company   |                  |            |         |   |  |
| Cash Severance (base salary + bonus) | \$   | \$914,700 | \$914,700 | \$914,700        | \$         | \$      | \$  | \$1,219,600                                    |
| Stock Awards                         |  |           |           |                  | 118,500    | 118,500 | 118,500   | 118,500  |
| Health Insurance                     |  | 6,352     | 6,352     | 6,352            |            |         |   | 6,352  |
| Life Insurance                       |  |           |           |                  |            | 50,000  |   |  |
| Disability Pay                       |  |           |           |                  | 1,636,932  |         |   |  |
| Accrued Vacation Pay                 |  | 52,050    | 52,050    | 52,050           | 52,050     | 52,050  |   | 52,050   |

**Potential Payments to Thomas Oberdorf upon the Occurrence of Certain Events**

| Component of Compensation | Termination<br>by the<br>Executive<br>for Good Termination<br>Voluntary Reason,<br>Termination Other<br>or Than<br>Termination<br>for a Change<br>in Control |         |         | Without<br>Cause | Disability | Death | Change in<br>Control of<br>Company<br>without<br>the | Change in<br>Control of<br>Company<br>with the |
|---------------------------|--|---------|---------|------------------|------------|-------|--|--|
|                           | Cause  | Control | Company |                  |            |       |  |  |

| Component of Compensation            | Termination or Termination | Other Than a Change in Control | Company without Cause | Disability | Death   | without the Executive Termination | with the Executive Termination |
|--------------------------------------|----------------------------|--------------------------------|-----------------------|------------|---------|-----------------------------------|--------------------------------|
|                                      | for Cause                  |                                |                       |            |         |                                   |                                |
| Cash Severance (base salary + bonus) | \$                         | \$425,000                      | \$425,000             | \$         | \$      | \$                                | \$850,000                      |
| Stock Awards                         |                            | 554,959                        | 554,959               | 554,959    | 554,959 | 554,959                           | 554,959                        |
| Accrued Vacation Pay                 | 2,452                      | 2,452                          | 2,452                 | 2,452      | 2,452   |                                   | 2,452                          |

**Potential Payments to Edward C. Mallin upon the Occurrence of Certain Events**

| Component of Compensation            | Termination by the Executive for Good Voluntary Reason, or Termination Other Than |                     |                       | Disability | Death   | Change in Control of Company without the Executive Termination | Change in Control of Company with the Executive Termination |
|--------------------------------------|---|---------------------|-----------------------|------------|---------|--|---|
|                                      | Termination for Cause   | a Change in Control | Company without Cause |            |         |  |   |
| Cash Severance (base salary + bonus) | \$  | \$2,224,200         | \$2,224,200           | \$         | \$      | \$   | \$3,336,300   |
| Stock Awards                         |   |                     |                       | 474,000    | 474,000 | 474,000  | 474,000   |
| Health Insurance                     |   | 5,224               | 5,224                 |            |         |  | 5,224   |
| Life Insurance                       |   |                     |                       |            | 50,000  |  |   |
| Disability Pay                       |   |                     |                       | 734,466    |         |  |   |



**Potential Payments to Mark Israelsen upon the Occurrence of Certain Events (1)**

| Component of Compensation            | Termination<br>by the<br>Executive                            |  |  | Disability | Death   | Change<br>in<br>Control<br>of<br>Company<br>without<br>the<br>Executive s | Change in<br>Control of<br>Company<br>with the<br>Executive s |
|--------------------------------------|---|--|--|------------|---------|---|---|
|                                      | Voluntary<br>Termination<br>or<br>Termination<br>for<br>Cause | Reason,<br>Other<br>Than<br>a Change<br>in Control | Termination<br>by the<br>Company<br>without<br>Cause |            |         |   |   |
| Cash Severance (base salary + bonus) | \$  | \$1,200,000  | \$1,200,000  | \$         | \$      | \$  | \$1,200,000   |
| Stock Awards                         |   |  |  |            |         | 189,600   | 189,600   |
| Health Insurance                     |   | 6,948  | 6,948  | 6,948      | 6,948   |   | 6,948   |
| Life Insurance                       |   |  |  |            | 200,000 |   |   |
| Disability Pay                       |   |  |  | 1,044,164  |         |   |   |
| Accrued Vacation Pay                 | 25,385  | 25,385   | 25,385   | 25,385     | 25,385  |   | 25,385  |

(1) Subsequent to the end of fiscal 2008, Mr. Israelsen ceased to be an executive officer and employee of the Company.

**Potential Payments to Dr. Greg Mahnke upon the Occurrence of Certain Events (2)**

| Component of Compensation            | Termination<br>by the<br>Executive                            |  |  | Disability | Death  | Change in<br>Control of<br>Company<br>without<br>the<br>Executive s | Change in<br>Control of<br>Company<br>with the<br>Executive s |
|--------------------------------------|---|--|--|------------|--------|---|---|
|                                      | Voluntary<br>Termination<br>or<br>Termination<br>for<br>Cause | Reason,<br>Other<br>Than<br>a Change<br>in Control | Termination<br>by the<br>Company<br>without<br>Cause |            |        |   |   |
| Cash Severance (base salary + bonus) | \$  | \$304,344  | \$304,344  | \$304,333  | \$     | \$  | \$593,398   |
| Stock Awards(1)                      |   |  |  |            |        | 118,500   | 118,500   |
| Health Insurance                     |   | 10,879   | 10,879   | 10,879     | 10,879 |   | 10,879  |
| Life Insurance                       |   |  |  |            | 50,000 |   |   |
| Disability Pay                       |   |  |  | 955,068    |        |   |   |

|                      |        |        |        |        |        |        |
|----------------------|--------|--------|--------|--------|--------|--------|
| Accrued Vacation Pay | 46,397 | 46,397 | 46,397 | 46,397 | 46,397 | 46,397 |
|----------------------|--------|--------|--------|--------|--------|--------|

- (1) The value of the stock award payments are calculated based on the amount awarded multiplied by the closing price of the Company's common stock on the NASDAQ Global Select Market on December 31, 2008. In the case of a change on control of the Company, upon the consummation of a Corporate Transaction, as defined in the Company's Amended and Restated 2007 Omnibus Incentive Plan, the RSUs will become 100% vested if they are not assumed, or equivalent RSUs are not substituted for the RSUs, by the Company or its successor.
- (2) Subsequent to the end of fiscal 2008, Dr. Mahnke ceased to be an executive officer and employee of the

Company.

**DIRECTOR COMPENSATION**

For the period from January 1, 2008 through December 31, 2008, non-employee directors receive an annual cash retainer of \$120,000, payable in monthly installments of \$10,000 each. Mr. Gupta and Mr. Fairfield do not receive compensation for their service on the Board of Directors during the time period they were in the position of Chief Executive Officer for the Company.

For the period from January 1, 2008 through December 31, 2008, the chair of each standing Board committee, in addition to other compensation he received for services as a director, received an annual cash retainer of \$20,000, payable in monthly installments of \$1,667 each. For the periods of time in which the Company had a non-executive Chairman, the Chairman of the Board received an additional annual cash retainer of \$50,000, payable in monthly installments of \$4,167 each. For the periods of time in which the Company had a Lead Independent Director, the Lead Independent Director received, in addition to other compensation he received for services as a director or a committee chair, an additional annual cash retainer of \$25,000, payable in monthly installments of \$2,083 each. Members of non-standing committees, including the Special Litigation Committee, each received a cash retainer of \$50,000, payable at the creation date of that committee, and an additional per meeting fee of \$4,000 if travel was required or \$2,000 if travel was not required.

| <b>Name</b>               | <b>Fees<br/>Earned or<br/>Paid in Cash<br/>(\$)</b> | <b>Total<br/>(\$)</b> |
|---------------------------|---|-----------------------|
| Bernard W. Reznicek(1)    | \$296,615   | \$296,615             |
| George Krauss(2)          | 288,917   | 288,917               |
| Clifton T. Weatherford(3) | 273,776   | 273,776               |
| Robin S. Chandra(4)       | 256,581   | 256,581               |
| Bill L. Fairfield(5)      | 248,250   | 248,250               |
| Elliot S. Kaplan          | 120,000   | 120,000               |
| John N. Staples III       | 110,000   | 110,000               |
| Dr. George F. Haddix(6)   | 104,903   | 104,903               |
| Dr. Vasant H. Raval(7)    | 102,903   | 102,903               |
| Vinod Gupta(8)            | 40,000  | 40,000                |
| Gary Morin(9)             | 22,581  | 22,581                |
| Dennis P. Walker(10)      | 10,000  | 10,000                |

(1) Mr. Reznicek received \$144,000 in compensation, included within this total fees earned or paid in cash amount, for his services on the Special Litigation Committee during 2008.

(2) Mr. Krauss received \$148,000 in compensation, included within this total fees earned or paid in cash amount, for his services on the Special Litigation Committee during 2008.

(3) Mr. Weatherford received \$142,000 in

compensation, included within this total fees earned or paid in cash amount, for his services on the Special Litigation Committee during 2008.

- (4) Mr. Chandra resigned from the Board of Directors effective February 6, 2009. He received \$134,000 in compensation, included within this total fees earned or paid in cash amount, for his services on the Special Litigation Committee during 2008.

- (5) Mr. Fairfield was appointed to the position of Chief Executive Officer of the Company effective August 20, 2008. As of that date he no longer received compensation for his service on the Board of Directors. His compensation as Chief Executive Officer is reported in the

Summary  
Compensation  
Table.  
Outstanding  
equity awards  
for Mr. Fairfield  
are reported in  
the Outstanding  
Equity Awards  
at Fiscal  
Year-End table.  
Mr. Fairfield  
received  
\$144,000 in  
compensation,  
included within  
this total fees  
earned or paid in  
cash amount, for  
his services on  
the Special  
Litigation  
Committee  
during 2008.

- (6) Dr. Haddix  
resigned from  
the Board of  
Directors  
effective  
December 9,  
2008.
- (7) Dr. Raval  
resigned from  
the Board of  
Directors  
effective  
December 9,  
2008.
- (8) Mr. Gupta  
resigned as  
Chief Executive  
Officer of the  
Company  
effective  
August 20,  
2008. As of that  
date he began  
receiving

compensation for his service on the Board of Directors. His compensation as Chief Executive Officer is reported in the Summary Compensation Table.

Outstanding equity awards for Mr. Gupta are reported in the Outstanding Equity Awards at Fiscal Year-End table.

(9) Mr. Morin was appointed to the Board of Directors effective October 24, 2008.

(10) Mr. Walker resigned from the Board of Directors effective January 25, 2008.

**COMPENSATION COMMITTEE INTERLOCKS AND INSIDER PARTICIPATION**

Currently, the following individuals serve as members of the Compensation Committee: Thomas L. Thomas (Chair), George Krauss, Bernard W. Reznicek, and Roger Siboni. Prior members of the Compensation Committee in 2008 included Dr. George F. Haddix, Robin S. Chandra and Dennis P. Walker. No member of the Compensation Committee (with the exception of Mr. Fairfield, who became Chief Executive Officer of the Company in August 2008, subsequent to his resignation from the Compensation Committee in 2007) is or ever has been an executive officer or employee of the Company (or any of its subsidiaries), and no compensation committee interlocks existed during fiscal year 2008.



**PART IV**

**Item 15. Exhibits and Financial Statement Schedules**

(a) The following documents are filed as a part of this report:

3. *Exhibits.* The following Exhibits are filed as part of, or incorporated by reference into, this report:

| Exhibit<br>No. | Description   |
|----------------|---|
| *31.1          | Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002                              |
| *31.2          | Certification of Executive Vice President and Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 |

\* Filed herewith

**SIGNATURES**

Pursuant to the requirements of Section 13 or 15(d) of the Securities Exchange Act of 1934, the Registrant has duly caused this Report to be signed on its behalf by the undersigned, thereunto duly authorized.

*infoGROUP Inc.*

By: */s/ THOMAS OBERDORF*  
 Thomas Oberdorf  
*Executive Vice President and Chief  
 Financial Officer*

Dated: October 30, 2009

Pursuant to the requirements of the Securities Exchange Act of 1934, this Annual Report on Form 10-K/A has been signed below by the following persons on behalf of the Registrant and in the capacities and on the dates indicated.

| <b>Signature</b>               | <b>Title</b>   | <b>Date</b>      |
|--------------------------------|--|------------------|
| <i>/s/ Roger Siboni</i>        | Chairman of the Board  | October 30, 2009 |
| Roger Siboni                   |  |                  |
| <i>/s/ Bill L. Fairfield</i>   | Chief Executive Officer<br>(principal executive officer)   | October 30, 2009 |
| Bill L. Fairfield              |  |                  |
| <i>/s/ Thomas Oberdorf</i>     | Executive Vice President and<br>Chief Financial Officer<br>(principal financial and<br>accounting officer) | October 30, 2009 |
| Thomas Oberdorf                |  |                  |
|                                | Director   | October 30, 2009 |
| Vinod Gupta                    |  |                  |
| <i>/s/ George Krauss</i>       | Director   | October 30, 2009 |
| George Krauss                  |  |                  |
| <i>/s/ Gary Morin</i>          | Director   | October 30, 2009 |
| Gary Morin                     |  |                  |
| <i>/s/ Bernard W. Reznicek</i> | Director   | October 30, 2009 |
| Bernard W. Reznicek            |  |                  |
| <i>/s/ John N. Staples III</i> | Director   | October 30, 2009 |
| John N. Staples III            |  |                  |

*/s/ Thomas L. Thomas*

Director

October 30, 2009

Thomas L. Thomas

*/s/ Clifton T. Weatherford*

Director

October 30, 2009

Clifton T. Weatherford

*/s/ Lee D. Roberts*

Director

October 30, 2009

Lee D. Roberts