

The logo for 'The Online Finance 40' is displayed vertically. 'The' is in a small, blue, sans-serif font. 'Online' is in a large, green, sans-serif font. 'Finance' is in a large, blue, sans-serif font. '40' is in a very large, green, sans-serif font. To the left of the '40' are three curved green lines representing a signal or broadcast.

The Online Finance 40

Institutional Investor's annual ranking of the most influential people on wired Wall Street, the Online Finance 40.

Steven McLaughlin

MANAGING PARTNER, *Financial Technology Partners*

Not ranked last year

"We're good at getting high valuations for our clients."



When early investors in Liquidnet Holdings were looking to cash out a portion of their investment in the buy-side block-trading network, its CEO, Seth Merrin (see No. 13), called on San Francisco-based Financial Technology Partners rather than Merrill Lynch & Co., even though Merrill had been Liquidnet's placement agent on a previous financing. FTP founder and managing partner Steven McLaughlin arranged for Summit Partners and Technology Crossover Ventures to buy a minority stake in Liquidnet in February for \$250 million. McLaughlin, 37, boasts that it is "the highest price that venture capital firms have ever paid for a minority stake in a technology company." Just the month before, McLaughlin had advised New York-based equity trading company Investment Technology Group on its \$230 million acquisition of Macgregor Group, a Boston-based provider of trade order management systems. The FTP founder, who has an MBA from the University of Pennsylvania's Wharton School, recalls that when he joined Goldman, Sachs & Co.'s financial services mergers and acquisitions group in 1994, "there was no such thing as financial technology." He went on to co-head a Goldman group created to focus on that very business but went out on his own in 2002. McLaughlin says his firm "prides itself on getting involved in complex situations."