

VISTA POINT ADVISORS

Governance, Risk, and Compliance Technology Market Update

Q1 2025

I. Executive Summary

Executive Summary

Sector Overview

- In 2024, the Global Governance, Risk, and Compliance Software (“GRC Tech”) sector had reached a value of \$75b and is anticipated to surge to \$149b by 2030, exhibiting a growth rate of 14.7%.
- The U.S. drives North America's market growth as financial services adopt integrated data platforms for customer insights and faster decisions.
- Rapid tech evolution, regulatory changes, and advanced security threats are fuelling demand for advanced IT management solutions, driving growth and investor interest in cybersecurity and IT services.

Q1 2025 Report Themes



In 2025, the Governance, Risk, and Compliance (GRC) technology sector continues to evolve, driven by technological advancements, regulatory changes, and shifting market dynamics.

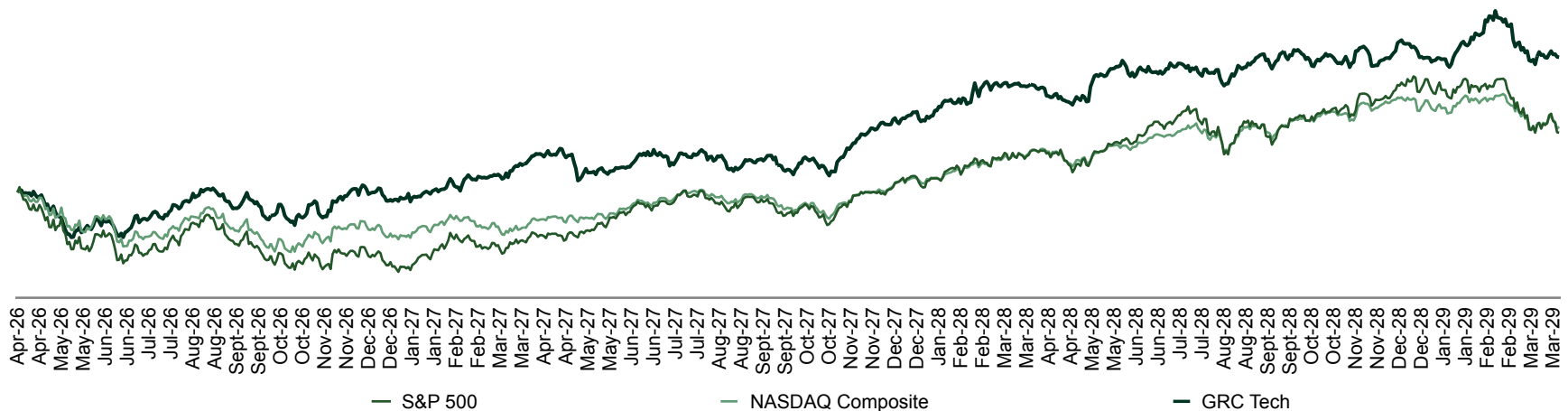


M&A activity in the GRC tech sector is rising as businesses tackle complex risks and seek scalable, automated, compliance-focused solutions, fuelling consolidation and innovation.



Private equity interest in GRC grows with demand for scalable, subscription-based solutions, focusing on profitable, integrated platforms for long-term value.

GRC Tech Companies Performance*



Select Key Players in GRC Tech

Risk Management



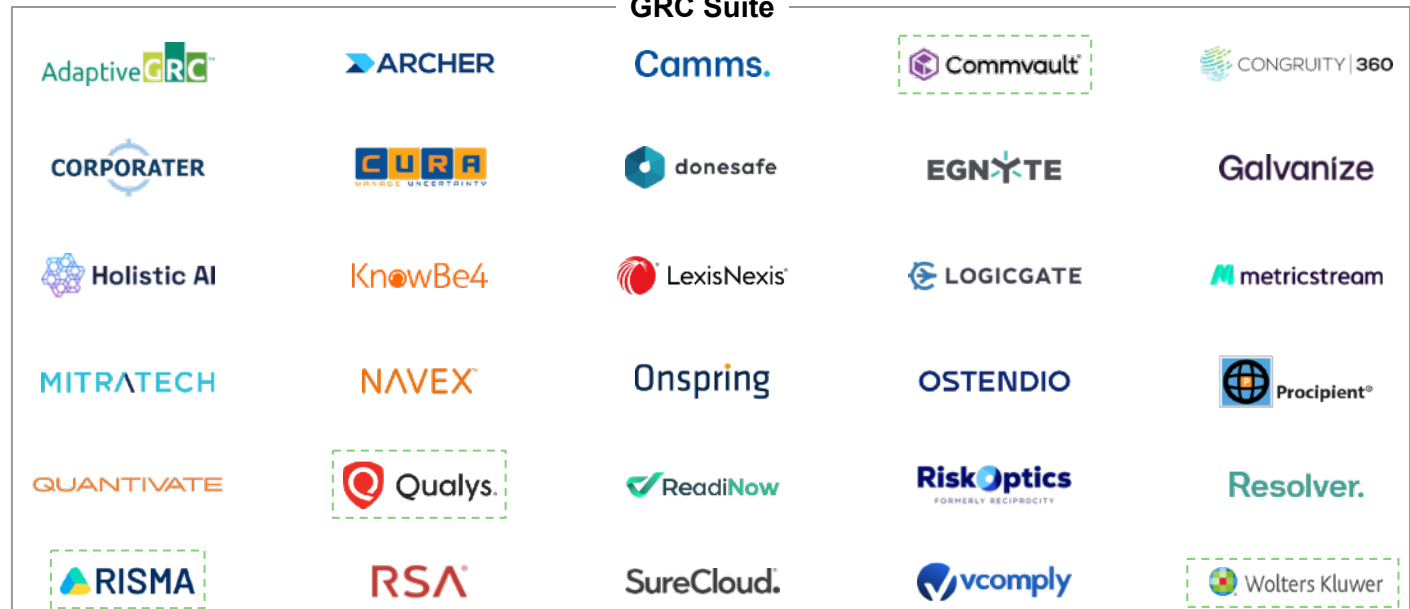
Audit Management / Data Compliance



EHS Management



GRC Suite

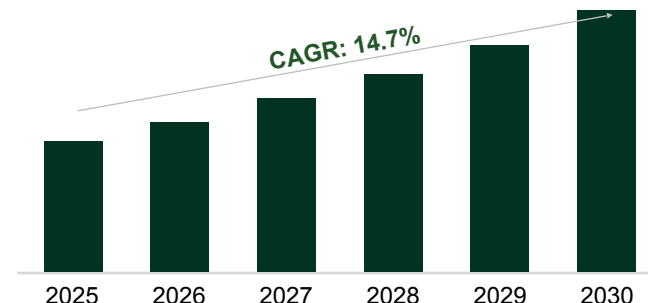


Denotes select public companies considered as part of the GRC Tech index

Industry Trends and Outlook (1/2)

Global GRC Tech Market Size (\$b)

- The GRC market is growing rapidly, driven by rising regulatory demands, increasing integration with third-party technologies, and the adoption of AI and ML to enhance platform capabilities.
- Escalating data security concerns further highlight the need for advanced GRC systems, shaping the market's future and sustaining these trends.
- The U.S. drives North America's market growth as financial services adopt integrated data platforms for customer insights and faster decisions.
- GRC solutions are playing a pivotal role in ensuring compliance and mitigating risks associated with regulatory changes.



2025 Outlook Trends



Technological Integration

To thrive in the evolving GRC landscape, organizations must invest in technology, upskill their workforce, and foster a culture of continuous adaptation to address future challenges.



Interconnected GRC Strategies

Modern organizations are shifting to automated, integrated GRC strategies for unified risk management, allowing for better risk analysis and decision-making across interconnected risks.



Industry-Specific Solutions

There is a growing demand for GRC platforms tailored to specific industries, such as healthcare, finance, and manufacturing, to address unique regulatory and compliance challenges.



Regulatory Momentum

As regulations around AI, cybersecurity, financial resilience, and ESG grow, organizations must adopt automated compliance solutions to navigate evolving laws and avoid penalties.



Focus on Sustainability

The integration of Environmental, Social, and Governance (ESG) factors into GRC strategies reflects the growing demand for sustainability and transparency in business practices.

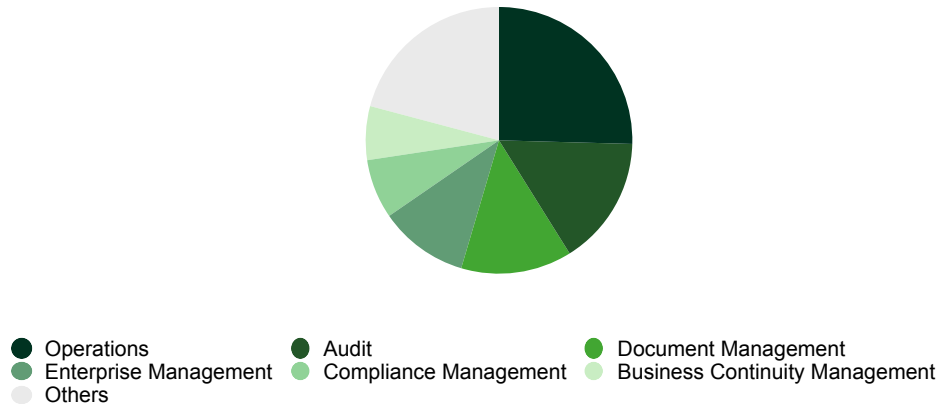


Vendor and Third-Party Risk Management

As supply chains become more complex, managing third-party risks through integrated GRC platforms is increasingly important to maintain organizational integrity and compliance.

Industry Trends and Outlook (2/2)

2025 GRC Tech Spending by Function (\$b)



Operations leads GRC tech spending with \$19M, followed by Audit (\$12M) and Enterprise Management (\$10M), highlighting a strong focus on core risk and governance functions.

The "Others" category holds a significant \$16M, suggesting notable investment in emerging or cross-functional GRC areas beyond the standard categories.

Role of AI in Governance, Risk, and Compliance



Integration of AI in Risk Assessment:

AI technologies will revolutionize risk assessment, enabling organizations to conduct real-time risk evaluations, identify vulnerabilities, and fortify risk management strategies. This integration will encourage organizations to manage risks and compliance requirements proactively.



Automation of Compliance Monitoring:

Automating compliance monitoring through AI will streamline the oversight of regulatory adherence, detect anomalies, and facilitate proactive compliance management. This automated approach will bolster organizations' capabilities to ensure compliance with evolving regulations.



Modeling and Predictive Analysis for Risk Management:

AI-driven modeling and predictive analysis will empower organizations to anticipate risks, model potential scenarios, and fortify risk management frameworks. This predictive approach will enable organizations to mitigate risks proactively and optimize their GRC strategies.

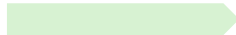
III. Capital Markets & Public Trading Data

Public Companies Performance (1/3)

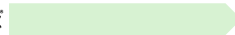
Select GRC Tech Public Companies Constituting the Public Index



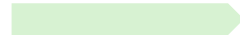
Q1 25 GRC Tech Companies Performance



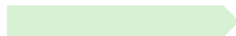
7.4% ↑



3.7% ↑



1.5% ↑



0.7% ↑



6.1% ↓



9.4% ↓

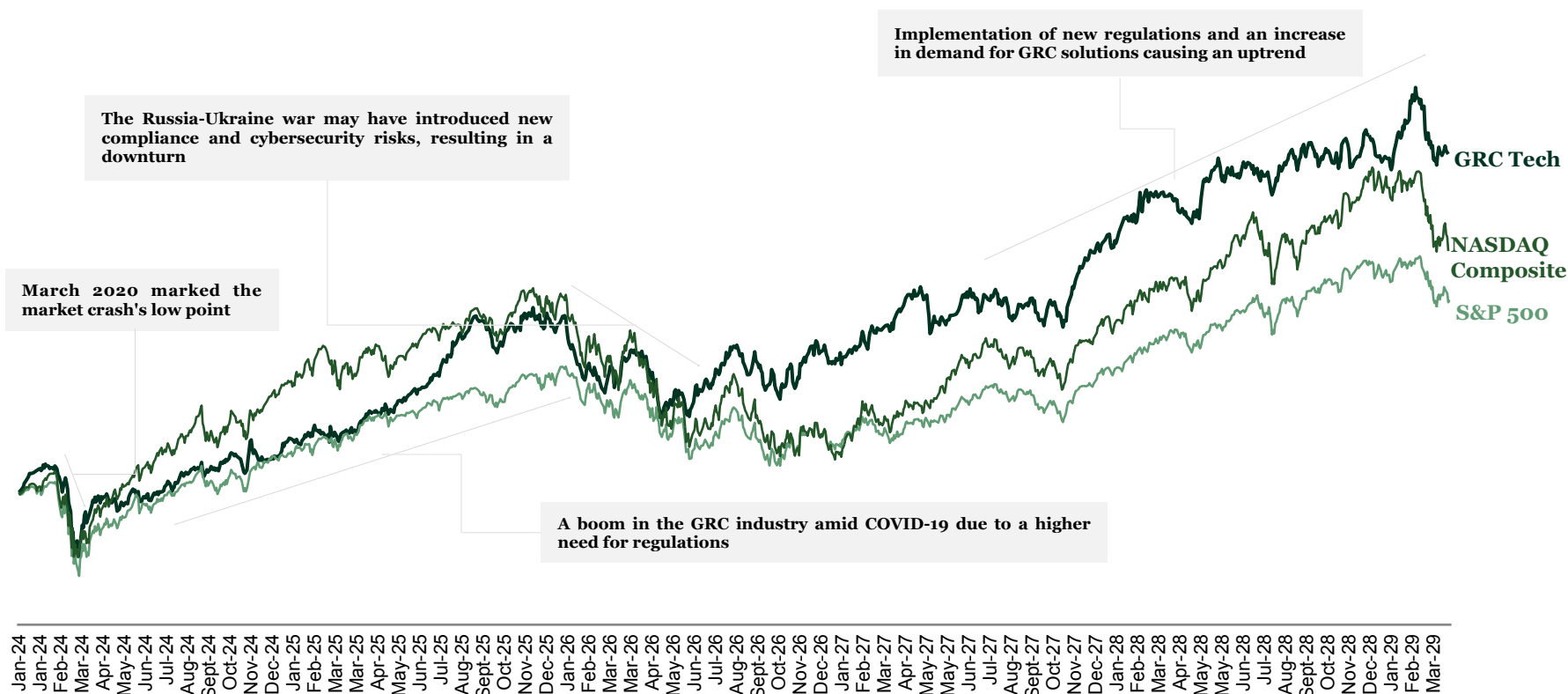


30.3% ↓

Public Companies Performance (2/3)

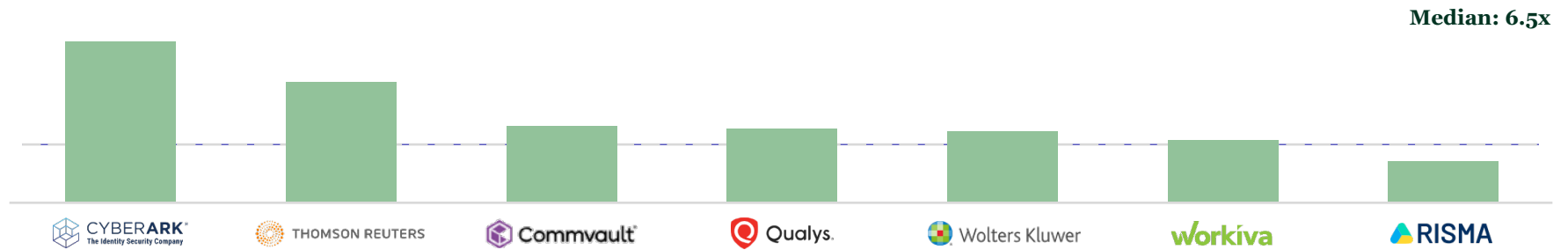
The GRC Tech sector's performance outperformed the S&P 500 and NASDAQ composite. The recent downtrend in the GRC Tech sector is due to temporary market volatility from factors like tariffs and wider macro economic trends. However, M&A activity is rising as businesses seek advanced, scalable, and automated risk management solutions. The growing demand for compliance-focused platforms is driving both consolidation and innovation in the market.

Index Growth	2024	Q1 24	Q1 25
GRC Tech	16.3%	9.0%	0.9%
S&P 500	24.0%	10.8%	(4.4%)
NASDAQ Composite	30.8%	10.9%	(10.3%)

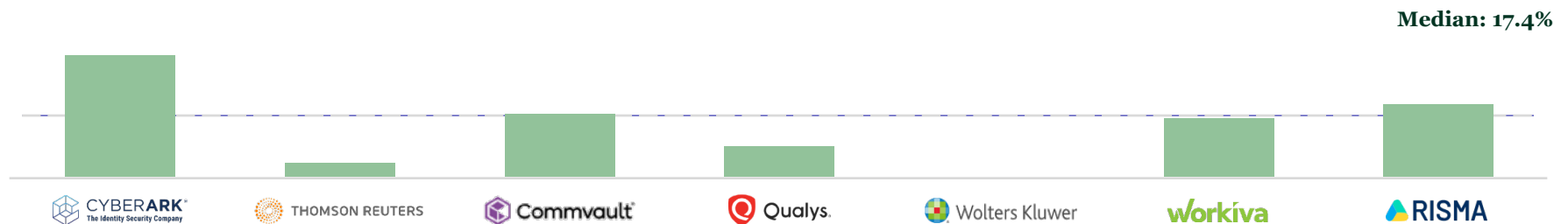


Public Companies Performance (3/3)

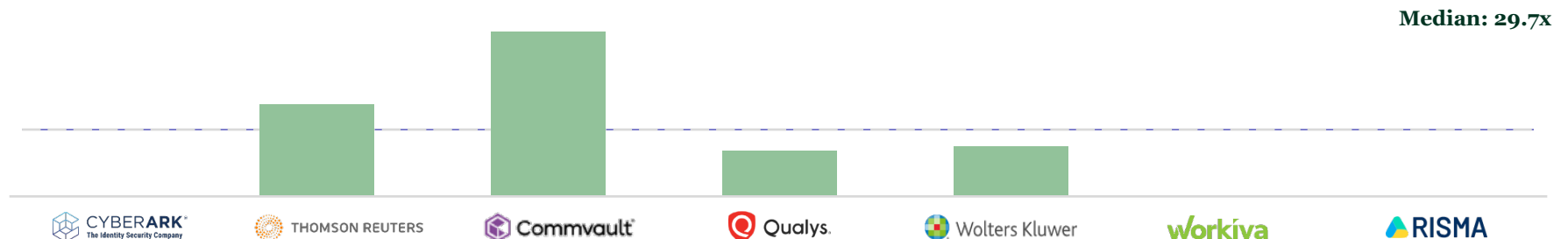
EV/Revenue (LTM)



Revenue Growth (LTM)



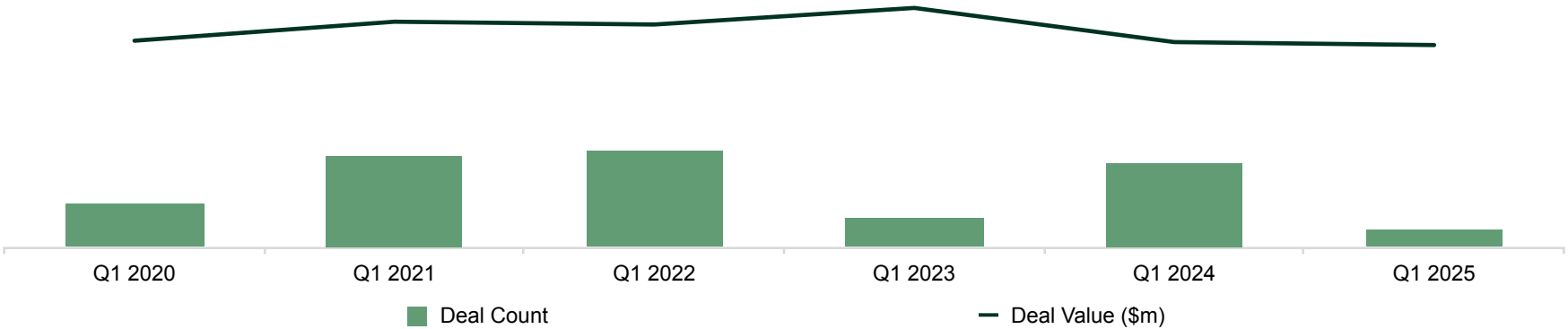
EV/EBITDA (LTM)



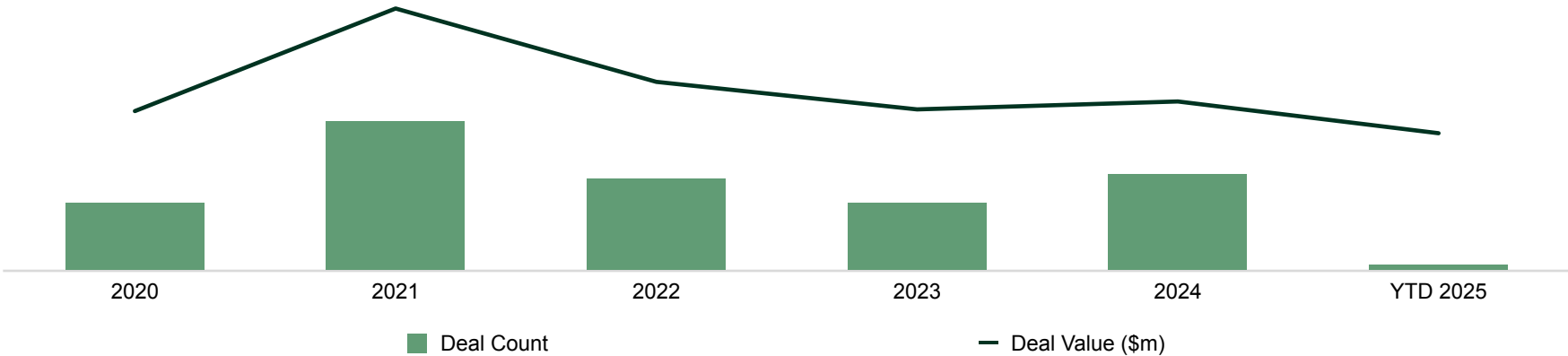
GRC Tech M&A Activity (1/3)

M&A activity in the GRC technology segment is rising as businesses face increasingly complex, interconnected risks and seek advanced software solutions for real-time risk management. The growing demand for scalable, automated, and compliance-focused GRC platforms drives consolidation and innovation.

Historical Q1 M&A Summary

































































Annual M&A Summary











GRC Tech M&A Activity (2/3)

Most Active Buyout Investors

Active Investors from Q1 2019 – Q1 2025										
Company Name	Investor Type	# of New Investments	Notable Investments							
	PE/Buyout	12	 <small>Lending FMSD Software Solutions</small>							
	Growth/Expansion	11			 <small>Lease Lifecycle Automation</small>					
	PE/Buyout	11			 <small>Compliance Systems Strategies</small>					
	PE/Buyout	9								
	PE/Buyout	7								
	PE/Buyout	6	 <small>HEALTHTECH</small>	 <small>HEALTHTECH</small>	 <small>HEALTHTECH</small>			 <small>HEALTHTECH</small>		
	PE/Buyout	6	 <small>Compliance Systems Strategies</small>							
Blackstone	PE/Buyout	4		 <small>SYSTEMS CORP</small>						
 <small>TECHNOLOGY GROUP</small>	PE/Buyout	4								

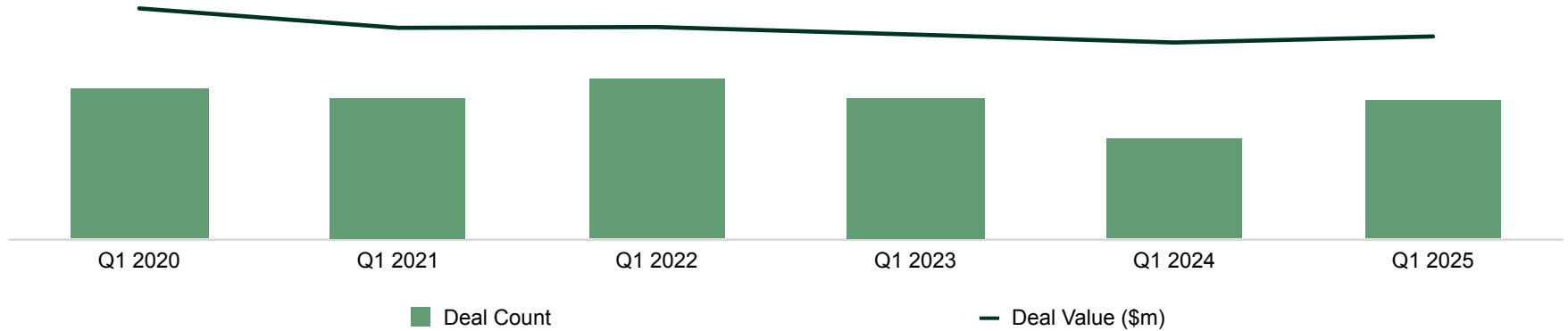
GRC Tech M&A Activity (3/3)

Date	Target	Buyer	Sub-Sector	Deal Size	EV/ Revenue	Target Description
31-Mar	 DriverReach	 tenstreet	Audit Management	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of a recruiting and compliance management system platform designed to connect carriers with qualified commercial driving licence (CDL) drivers.
4-Mar	 compliancemate	 STOREWISE	EHS Management	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of food compliance management software designed to enhance operational visibility, simplify compliance, and prevent costly inventory loss.
4-Mar	 compliatric	 NTRACTS	Data Compliance	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of compliance management software designed to give easy, centralized control over complex compliance management.
13-Feb	 Pyte	 All Hands	Risk Management	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of a data utilization and sharing platform designed to preserve the confidentiality of data during the entire lifecycle.
Median				NA	NA	

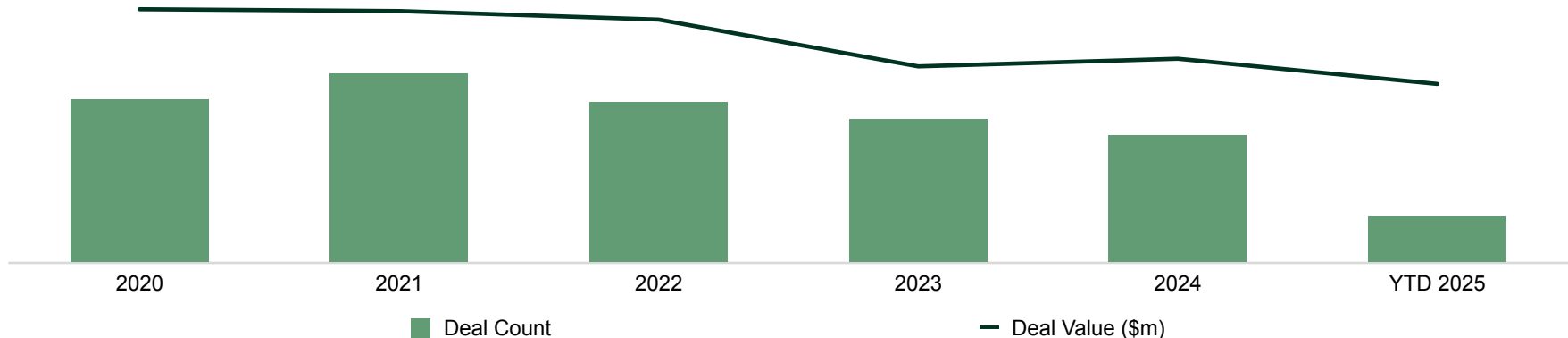
GRC Tech Investment Activity (1/8)

Private equity interest in the GRC space is rising due to the growing demand for scalable, subscription-based solutions, with investors focusing on profitability and interconnected platforms. As GRC requirements increase, firms offering comprehensive solutions are seen as key opportunities for long-term growth and value realization.

Historical Q1 Financing Summary









































































Annual Financing Summary



GRC Tech Investment Activity (2/8)














Most Active Minority Investors

Active Investors from Q1 2019 – Q1 2025			
Company Name	Investor Type	# of New Investments	Notable Investments
 INSIGHT PARTNERS	Growth/Expansion	24	      
 Alumni Ventures	Venture Capital	17	      
 Accel	Venture Capital	16	      
 Gaingels	Venture Capital	14	      
 BainCapital	Venture Capital	13	     
 Bessemer Venture Partners	Venture Capital	11	      
 SEQUOIA	Growth/Expansion	10	      
 TIGERGLOBAL	Venture Capital	9	      
 Battery	Venture Capital	9	     





















GRC Tech Investment Activity (3/8)

Date	Target	Buyer	Sub-Sector	Deal Size	EV/Revenue	Target Description
31-Mar			Data Compliance	\$20m	Undisclosed	■ Developer of a management platform designed to enhance data visibility and governance.
31-Mar			Risk Management	<\$10m	Undisclosed	■ Developer of cyber risk management platform designed to protect small and midsize businesses from the potential damage of cyber threats.
17-Mar			Risk Management	Undisclosed	Undisclosed	■ Developer of an information risk and compliance assessment platform designed to safeguard sensitive information and manage information risk.
17-Mar			Risk Management	Undisclosed	Undisclosed	■ Developer a non-human identity management platform designed to protect data and systems from unauthorized non-human identities.
13-Mar			GRC Suite	<\$10m	Undisclosed	■ Developer of AI-powered governance platform designed for organizational compliance.
12-Mar			Audit Management	\$15m	Undisclosed	■ Developer of an intelligent automation platform designed for financial crime compliance.
11-Mar			Audit Management	\$48m	Undisclosed	■ Developer of a regulatory artificial intelligence agent platform designed to automate compliance processes.
10-Mar			Data Compliance	<\$10m	Undisclosed	■ Developer of a compliance automation platform designed for human resources auditing purposes.
5-Mar			Risk Management	\$11m	Undisclosed	■ Developer of a risk management and governance platform designed for enterprise large language models (LLM).
1-Mar			Data Compliance	Undisclosed	Undisclosed	■ Developer of an artificial intelligence companion platform designed to understand and assess financial and sustainability reporting compliance.





















GRC Tech Investment Activity (4/8)

Date	Target	Buyer	Sub-Sector	Deal Size	EV/Revenue	Target Description
1-Mar	SITSIGHT	 Funded by 	Risk Management	Undisclosed	Undisclosed	■ Developer of a cyber risk management platform intended to manage exposure, performance, and risk for themselves and their third parties.
1-Mar	dutywise		Data Compliance	Undisclosed	Undisclosed	■ Developer a customs compliance solutions platform designed to streamline international trade processes for businesses.
1-Mar	proofpoint.		GRC Suite	Undisclosed	Undisclosed	■ Developer of cybersecurity and compliance software intended for mid and large-sized organizations.
1-Mar	sylogic		Risk Management	Undisclosed	Undisclosed	■ Developer of security and compliance technology designed to manage corporate risk.
27-Feb	Φ POROSITY	FLYBRIDGE	EHS Management	<\$10m	Undisclosed	■ Developer of an automation software designed to simplify operations and regulatory compliance for oil and gas operators.
26-Feb			GRC Suite	Undisclosed	Undisclosed	■ Developer of cybersecurity and GRC software designed to enhance regulatory compliance efficiency and risk management.
24-Feb			Risk Management	Undisclosed	Undisclosed	■ Developer of an AI-powered identity security platform designed to help businesses protect against identity breaches.
18-Feb	EVERSTAR	Third Prime	EHS Management	<\$10m	Undisclosed	■ Developer of an artificial intelligence-based environmental platform designed to simplify regulatory compliance.
6-Feb		 	Risk Management	<\$10m	Undisclosed	■ Developer of risk intelligence and intuitive performance management platform designed to inform and support banking executives and boards continuously.
5-Feb		Sting	Data Compliance	Undisclosed	Undisclosed	■ Developer of a compliance management platform designed to accelerate medical device documentation.



GRC Tech Investment Activity (5/8)

Date	Target	Buyer	Sub-Sector	Deal Size	EV/Revenue	Target Description
5-Feb	 SingleFile	 FOUNDRY	Audit Management	<\$10m	Undisclosed	<ul style="list-style-type: none"> Developer of legal and compliance management software designed to streamline administrative work, reducing waste, error, and missed deadlines.
1-Feb	 BITE	 RE FASH ION	Data Compliance	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of a trade compliance screening platform designed to allow users to identify risky companies and products in their supply chain for risk in real time.
1-Feb	 TENSOR	 wing levelup VENTURES	Data Compliance	<\$10m	Undisclosed	<ul style="list-style-type: none"> Developer of a cloud-hosted platform designed to ensure data privacy for software and AI vendors.
31-Jan	 ulama	 metaprop.	EHS Management	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of AI-powered code compliance analysis software designed to build 3-dimensional building models.
29-Jan	 paxton	 UNUSUAL	Audit Management	\$22m	Undisclosed	<ul style="list-style-type: none"> Developer of a compliance platform designed to offer tools to expedite and simplify legal research, drafting, and file review.
28-Jan	 TRUSTLOGIX	 NORWEST THE HIVE	Data Compliance	<\$10m	Undisclosed	<ul style="list-style-type: none"> Developer of a data security Platform designed to simplify data security and privacy across all cloud and data platforms.
22-Jan	 Rimba	 AIEB	EHS Management	<\$10m	Undisclosed	<ul style="list-style-type: none"> Developer of compliance automation software designed to simplify sustainability certification reporting and audits.
21-Jan	 LEAP XPERT	 Portage	Data Compliance	\$20m	Undisclosed	<ul style="list-style-type: none"> Developer of a business communication platform designed to offer instant enterprise messaging for regulatory compliance.
21-Jan	 MontyCloud	 SS VENTURES 18 09 CAPITAL	Data Compliance	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of a cloud management platform designed to simplify the management and governance of modern infrastructure, applications, and services.
20-Jan	 Rimba	 Y Combinator	EHS Management	<\$10m	Undisclosed	<ul style="list-style-type: none"> Developer of compliance automation software designed to simplify sustainability certification reporting and audits.









GRC Tech Investment Activity (6/8)

Date	Target	Buyer	Sub-Sector	Deal Size	EV/Revenue	Target Description
16-Jan	 CodeComply.AI		EHS Management	<\$10m	Undisclosed	<ul style="list-style-type: none"> Developer of code compliance software designed to identify non-compliant designs and solutions within the built environment.
15-Jan			Risk Management	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of an extended security intelligence platform designed to focus on data privacy and security.
14-Jan			Risk Management	<\$10m	Undisclosed	<ul style="list-style-type: none"> Developer of a cybersecurity platform designed to manage software vulnerability risk for critical infrastructure.
13-Jan			Audit Management	<\$10m	Undisclosed	<ul style="list-style-type: none"> Developer of an AI-based compliance platform designed to reduce reclaim time for its clients.
9-Jan			Data Compliance	\$20m	Undisclosed	<ul style="list-style-type: none"> Developer of a data integration platform designed to help developers solve compliance, security, and visibility challenges in the cloud with structured query language (SQL).
6-Jan			Data Compliance	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of a compliance management platform designed to help water utilities manage their compliance requirements.
2-Jan			Audit Management	\$171m	Undisclosed	<ul style="list-style-type: none"> Developer of a cloud-based audit automation software designed to revolutionize the way risk and compliance are managed, solved and reported.
1-Jan			Risk Management	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of an AI-powered identity security platform designed to help businesses protect against identity breaches.
1-Jan			Data Compliance	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of a trade compliance screening platform designed to allow users to identify risky companies and products in their supply chain for risk in real time.
1-Jan			Data Compliance	<\$10m	Undisclosed	<ul style="list-style-type: none"> Developer of a stablecoin API platform designed to provide global transaction services to companies.

GRC Tech Investment Activity (7/8)

Date	Target	Buyer	Sub-Sector	Deal Size	EV/Revenue	Target Description
1-Jan	Cardamon	 Combinator	Audit Management	<\$10m	Undisclosed	Developer of a compliance automation platform designed to assist regulated financial firms in efficiently introducing and managing products.
1-Jan	Cardamon	 	Audit Management	Undisclosed	Undisclosed	Developer of a compliance automation platform designed to assist regulated financial firms in efficiently introducing and managing products.
1-Jan	 COGNITIVE VIEW		GRC Suite	Undisclosed	Undisclosed	Developer of an AI governance and compliance platform designed to help organizations build, monitor, and scale responsible AI systems.
1-Jan	 Coverbase		Data Compliance	Undisclosed	Undisclosed	Developer of a compliance management software designed to automate and streamline vendor security assessments.
1-Jan		 	Data Compliance	Undisclosed	Undisclosed	Developer of an artificial intelligence-powered regulator analysis platform designed for automotive companies to avoid compliance issues.
1-Jan	 Infinite		Data Compliance	Undisclosed	Undisclosed	Developer of a compliance platform designed to streamline global account onboarding and transaction monitoring.
1-Jan			Risk Management	Undisclosed	Undisclosed	Developer of cybersecurity assessment and remediation tools designed for risk management and compliance.
1-Jan			Audit Management	Undisclosed	Undisclosed	Developer of an AI-powered regulatory compliance platform designed to simplify and speed up the evolution of medical devices while maintaining compliance.
1-Jan	 kite compliance		Data Compliance	Undisclosed	Undisclosed	Provider of an AI-powered compliance management platform intended to navigate compliance requirements easily.
1-Jan			EHS Management	Undisclosed	Undisclosed	Developer of AI-powered factory operations software designed for automating compliance documentation and optimizing production processes.

GRC Tech Investment Activity (8/8)

Date	Target	Buyer	Sub-Sector	Deal Size	EV/Revenue	Target Description
1-Jan	 Maive	 Combinator	EHS Management	<\$10m	Undisclosed	<ul style="list-style-type: none"> Developer of AI-powered factory operations software designed for automating compliance documentation and optimizing production processes.
1-Jan	 PlumIdentity	 impact VENTURE CAPITAL	Risk Management	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of fraud prevention software designed to focus on behavioral analytics to validate identities at the time of application.
1-Jan	 Serfer AI	 gia Global Insurance Accelerator	Audit Management	<\$10m	Undisclosed	<ul style="list-style-type: none"> Developer of an artificial intelligence platform designed to automate and simplify regulatory compliance processes in the insurance industry.
1-Jan	 sybal	 TEDCO BUILDING INNOVATION TO ALLEGE	GRC Suite	Undisclosed	Undisclosed	<ul style="list-style-type: none"> Developer of corporate governance platform intended to deliver automated proof-of-governance-as-a-service.

IV. Vista Point Advisors Overview & Credentials

A Truly Unconflicted Approach

**Vista Point Advisors Is
The Leading Sell-Side
Investment Bank
Exclusively Focused On
M&A and Capital Raising
For Founder-Led
Software And Internet
Companies**

- Focus on **Founder-Led**, minimally-funded businesses

- Unconflicted advice: **exclusively** a sell-side advisor

- Software and Internet domain expertise

VPA Key Metrics

120

TRANSACTIONS

22

INVESTMENT BANKERS

24%

CROSS BORDER DEALS

\$50 – \$400M

TRANSACTION SIZE RANGE

\$7.8B

TOTAL ENTERPRISE VALUE

\$6.0B

LIQUIDITY TO FOUNDERS

100%

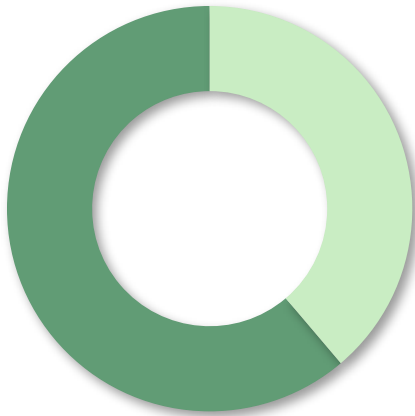
SELL-SIDE TRANSACTIONS

1,500+

LOIs RECEIVED

10+ Years

SENIOR BANKER TENURE



Leading Advisor to Middle Market SaaS Companies

In the past 4 years, here are our results:

54

CLOSED TRANSACTIONS

\$4.4B

ENTERPRISE VALUE

8.7x

AVG. ARR MULTIPLE

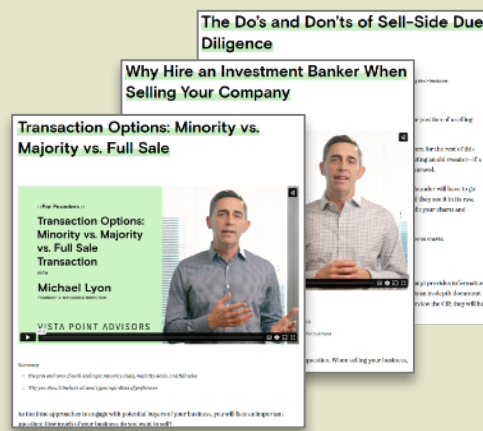
Undisclosed acquired by Millennium	atr smart acquired by AKLINE HOLDINGS	Travel Insurance.com acquired by ISC	Quimbee acquired by barbri	together acquired by absorb	element451 investment from PSG PROVIDENCE STRATEGIC GROWTH	courseloop acquired by technologyone
Bulbshare acquired by service management group	ROOFLINK acquired by SalesRabbit	rater8 investment from ELSEWHERE PARTNERS	Channel Mechanics acquired by Allbound	RECORD360 acquired by Point Rental	TimeToPet acquired by DaySmart	kantola acquired by TRALIAN
SUMOQUOTE acquired by JobNimbus	PosterElite investment from NORWEST VENTURE PARTNERS	holistiplan investment from LEADEDGE CAPITAL	VERSATILE CREDIT investment from PSG PROVIDENCE STRATEGIC GROWTH	CLEAR LAW INSTITUTE acquired by TRALIAN	Undisclosed investment from PSG	Arborgold investment from Mainstay Partners
KEY2ACT acquired by VOLARIS	FormSwift acquired by Dropbox	HuntStand acquired by GSM OUTDOORS	imagequix acquired by Charlesbank	SmartMoving investment from Mainstay Partners	TRAVELNET SOLUTIONS investment from BELL STAR INNOVATION PARTNERS	mni investment from TENZING
suralink investment from LUMINATE	HOTEL EFFECTIVENESS acquired by actabl	ListReports acquired by MBS Highway	Printfection acquired by CUSTOM INK	swyftfilings investment from GREYLION	Leap investment from NEXA EQUITY	YOGA INTERNATIONAL acquired by gaia
HATCH acquired by PRICESPIDER	ContentKeeper acquired by impero	eleven acquired by VENCAPITAL	highlevel investment from PEAKEQUITY PARTNERS	nepris acquired by PSG PROVIDENCE STRATEGIC GROWTH	ZENWORK investment from SPECTRUM EQUITY	Clock Shark acquired by SIMPRO

For Founders

Perspectives

[Learn More](#)


Insights

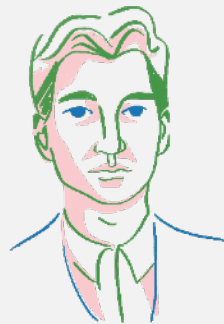
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[Browse All Founder Stories](#)


Keeping Buyers Competitive Through Non-Exclusive Diligence

By: Jonathan Pototschnik
Co-Founder, Service Autopilot



Reaching a High Valuation Through Strategic Positioning

By: Jake Harrington
Founder, On-Site

The Path To Exit

A VISTA POINT ADVISORS PODCAST

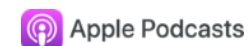
Learn what every technology founder needs to know as they grow their business towards an eventual M&A transaction.

In this podcast, Mike Lyon from Vista Point Advisors chats with tech founders and the VPA team to address questions like:

- What is the process for selling a software or internet business?
- What drives the valuation of a SaaS business?
- What are my different transactions options?
- And more



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