

# I. Executive Summary

## **Executive Summary**

#### **Sector Overview**

- As of 2025, the Global Human Resources Technology sector ("HR Tech") market is set to grow from \$40b in 2025 to \$63b by 2030, growing at a CAGR of 9.4%.
- A significant shift is also underway from role-based workforce planning to skills-based models. Organizations are increasingly prioritizing agility and capability over rigid job titles, enabling better reskilling, workforce deployment, and talent acquisition.
- Predictive people analytics is helping HR leaders anticipate attrition, improve DEI, and guide strategic workforce planning.

#### Q1 2025 Report Themes



The rise of remote work has increased demand for HR Tech platforms that manage distributed teams, track productivity, and enhance communication and collaboration.



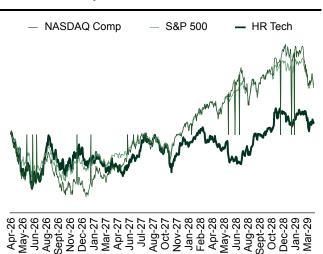
M&A activity rebounded with 22 deals in Q1 2025, up from 12 in Q1 2024 increased due to Improved macro conditions, stable interest rates, and pent-up demand have driven a sharp uptick in funding and deal flow.

VC funding in HR Tech is rebounding, focusing on late-stage investments and sustainable, tech-driven growth, especially in

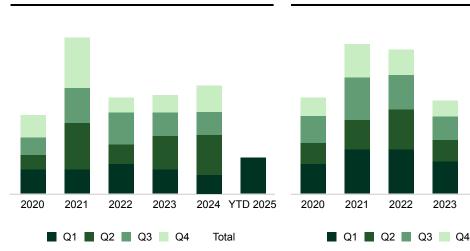
**Private Funding Transactions** 



#### **HR Tech Companies Performance\***



#### **M&A Transactions**

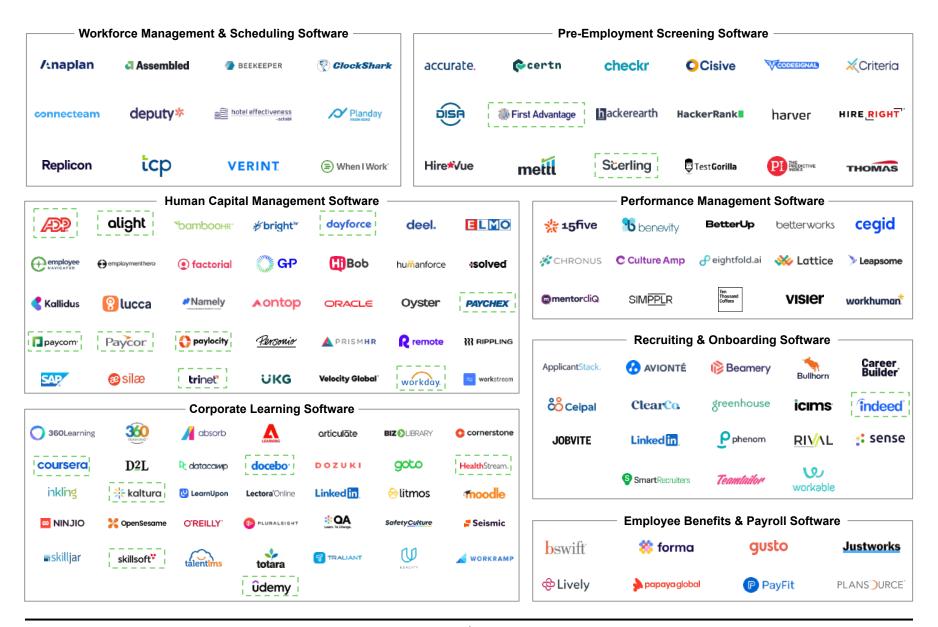


2023

2024 YTD 2025

Total

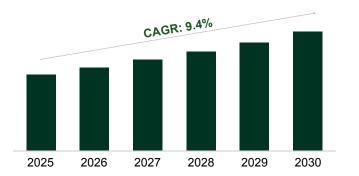
## **Select Key Players in HR Tech**



## Industry Trends and Outlook (1/2)

#### Global HR Tech Market Size (\$b)

- The HR Tech market is rapidly growing in 2025, driven by AI tools that automate hiring, reviews, and career development.
- Generative AI is streamlining HR workflows and improving decision-making. Companies are shifting to skills-based workforce models, boosting agility and mobility.
- Employee experience platforms are evolving into intelligent systems that use analytics to improve engagement, learning, well-being, and retention.
- Strong demand and talent shortages are fueling Global HR Tech investment and innovation in recruitment, Learning & Development, and workforce strategy.



#### 2025 Trends Outlook



#### **Agentic AI to Unlock Full Workflow Automation**

In 2025, HR will shift from GenAI chatbots to autonomous AI agents that execute multi-step workflows, using planning, memory, and tool integration to go beyond basic prompt-response tasks.



#### AI-Powered Recruitment to Improve Speed and Equity

AI and machine learning now drive recruitment by automating screening, reducing bias, and improving candidate matching, with growing adoption to boost efficiency and diversity.



#### Predictive People Analytics to Optimize Workforce **Strategy**

Big data and AI analytics will help HR leaders predict attrition, performance trends, and workforce gaps, enabling proactive planning and lower turnover.



#### **Conversational AI to Enhance Employee Support**

Conversational AI to Enhance Employee Support

AI virtual assistants will handle routine queries with real-time, multilingual support, reducing admin work and boosting employee satisfaction.



#### Global Payroll Automation to Ensure Compliance

Automated payroll and compliance tools will cut errors, boost efficiency, and ensure accurate, timely pay across global teams while managing local regulations.

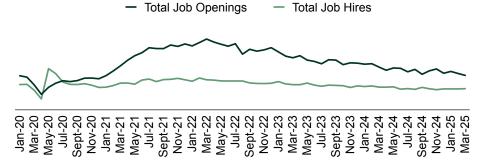


### **○ Volume** • **Volume** • **Volum**

Companies are consolidating HR into cloud-based HCM systems to streamline workflows, break down silos, and quickly adapt to changing needs.

## Industry Trends and Outlook (2/2)

#### Job Openings & Job Hires (#)



The persistent gap between job openings and hires in the U.S., driven by skill mismatches and recruitment challenges, presents significant growth opportunities for the HR tech industry.

While job openings steadily increased from 2019 to a mid-2022 peak and hires grew more slowly, recent trends show a stabilizing labor market, emphasizing the need to address hiring inefficiencies.

### **HR Tech Market Insights**

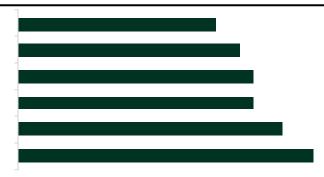


say they urgently need **automated skills mapping** tools.

of organizations are increasing their **HR technology budgets**, while only 14% plan reductions.

of HR professionals are **optimistic about the potential for AI** to improve collaboration

### Areas of Focus for Implementing New HR Tech



According to leading industry experts, organizations will increasingly adopt new technologies across various HR functions.

These innovations are expected not only to enhance talent attraction but also to strengthen long-term employee loyalty.

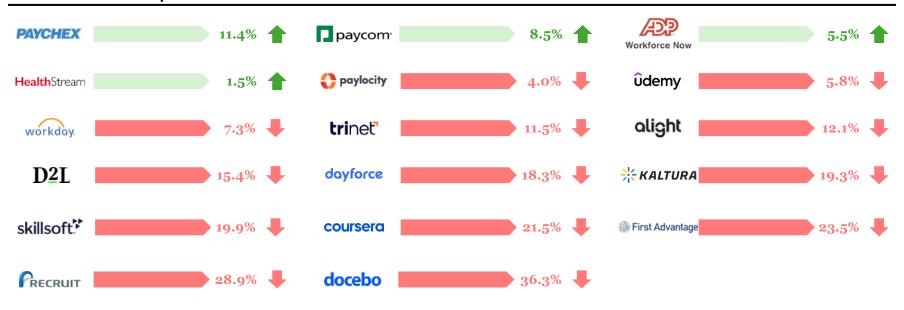
III. Capital Markets & Public Trading Data

## **Public Companies Performance (1/3)**

### **Select HR Tech Public Companies Constituting the Public Index**



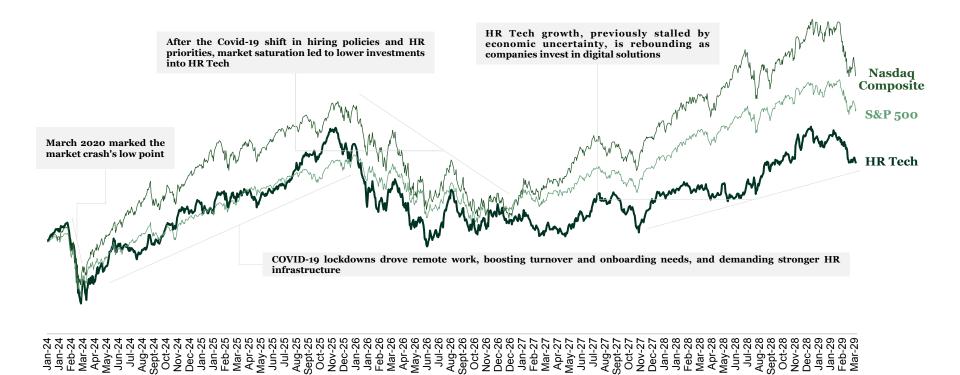
#### **Q1 25 HR Tech Companies Performance**



## **Public Companies Performance (2/3)**

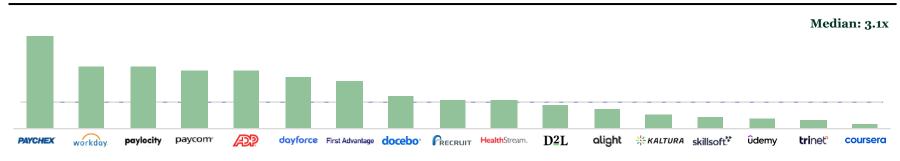
After a strong end to 2024, HR Tech declined in Q1 2025 amid inflation, high interest rates, geopolitical tensions, and cautious hiring. However, tariff-induced fears emerged as the primary driver of the market's decline, as investors grew increasingly concerned about potential trade policy impacts on operational costs and global supply chains. Despite this challenging environment, long-term drivers like digital transformation and AI keep the outlook cautiously optimistic.

Index Growth	CY 24	Q1 24	Q1 25
HR Tech	23.8%	4.2%	(7.1%)
S&P 500	24.0%	10.8%	(4.4%)
NASDAQ Composite	30.8%	10.9%	(10.3%)



## **Public Companies Performance (3/3)**

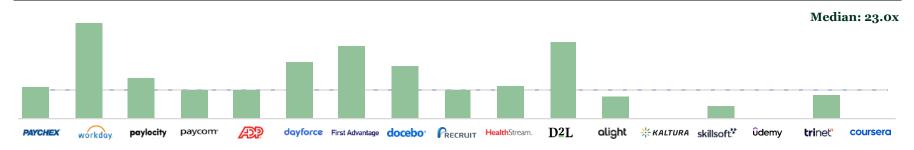
### EV/Revenue (LTM)



### **Revenue Growth (LTM)**



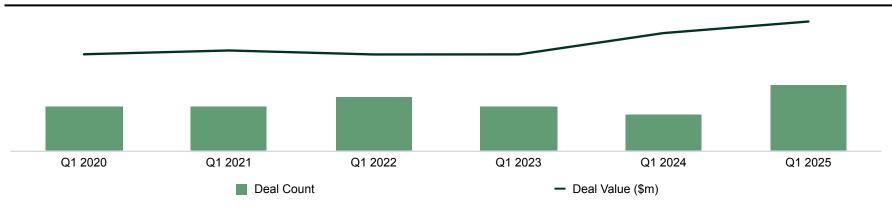
### **EV/EBITDA (LTM)**



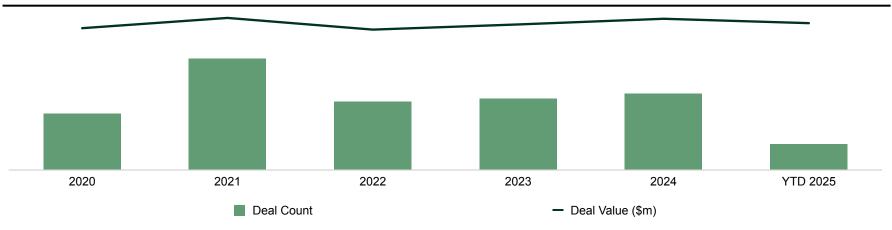
## HR Tech M&A Activity (1/5)

The HR Tech M&A landscape is set for strong growth in 2025, as tariff-induced fears continue to be alleviated, supported by better macroeconomic conditions, greater liquidity, and lower interest rates. Building on a strong end to 2024, momentum is expected to continue, with pent-up demand fueling deals and funding. Strategic acquisitions are targeting advancements in AI, analytics, and employee experience, reflecting renewed investor confidence and a favorable climate for scaling innovation.

### **Historical Q1 M&A Summary**



### **Annual M&A Summary**



# HR Tech M&A Activity (2/5)

### **Most Active Buyout Investors**

			Active I	nvestors from (	Q1 2019 – Q1 20	025				
Company Name	Investor Type	# of New Investments				Notable Invest	ments			
K1 INVESTMENT MANAGEMENT	PE/Buyout	9	canvas	ClockShark	InFlight	<b>Jazz</b> hr	JOBVITE	LEVER	talentegy	Pillar, employ
<b>#</b> HgT	PE/Buyout	7	apex	assurehire	Mineral	talentReef		swipeclock	OMICRON	
S PROVIDENCE EQUITY PARTNERS	PE/Buyout	7	Aladtec*	ABS Social Bridge From	complí. 🕰	tenstreet	Humanity"	WhenToWork	⊕ DriverReach	
STONE POINT CAPITAL	PE/Buyout	6	allsynx	<b>⊗</b> businessolver	CertiPay	<u></u>	utmost	е <mark>х</mark> еси <b>рау</b> ,		
THE CARLYLE GROUP	PE/Buyout	5	Allyo	ENGAGE	Hire <mark>*</mark> √ue	Insurance Solutions DIRECTOR SHEET ALES	Modern Hire			
S CLEARLAKE	PE/Buyout	5	cornerstone	AVESTA	HealthcareSource	sumtotal	SkyHive			
JMI	PE/Buyout	4	Ascentis	<b>O</b> dotin	ease	optimum				
NOBLE ROCK	PE/Buyout	4	assurehire	Mineral	talentReef	👆 Trakstar				
Blackstone	PE/Buyout	3	Ascentis	optimum	~personify					

# HR Tech M&A Activity (3/5)

Date	Target	Buyer	<b>Sub-Sector</b>	Deal Size	EV/Revenue	<b>Target Description</b>
31-Mar	₹ DriverReach	tenstreet	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of a recruiting and compliance management system platform designed to connect carriers with qualified commercial driving license (CDL) drivers.</li> </ul>
24-Mar	4solved Talent Acquisition	₃solved	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of a talent acquisition software intended to meet the needs of Human resources (HR), payroll, and benefits professionals.</li> </ul>
19-Mar	🔀 Bite Ninja	Voicify	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of a remote hiring platform designed to help restaurants hire staff in a safe environment.</li> </ul>
17-Mar	TALENTOUEST An Energage Company	(Lenergage	Human Capital Management Software	Undisclosed	Undisclosed	<ul> <li>Developer of talent management and consulting software intended to attract, develop, and retain top-performing teams.</li> </ul>
13-Mar	S seasoned	JobGet	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of a restaurant hiring platform intended to help food service industry professionals to find jobs.</li> </ul>
11-Mar	bektek	Smartlinx HEALIBICANE WORKFORCE FLATFORM	Workforce Management & Scheduling Software	Undisclosed	Undisclosed	<ul> <li>Developer of workforce management software designed to track time, manage workflows, and schedule payrolls.</li> </ul>
11-Mar	SAFEGUARD	deel.	Employee Benefits & Payroll Software	Undisclosed	Undisclosed	<ul> <li>Provider of recruitment and hiring services intended to serve organizations across the globe.</li> </ul>
7-Mar	WIZCO.	COGNOGROUP	Performance Management Software	Undisclosed	Undisclosed	<ul> <li>Developer of job interview coaching platform designed to facilitate placement preparation and joining.</li> </ul>
5-Mar	e <b>mploy</b>	employ	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of interview intelligence platform designed for the hiring process.</li> </ul>

# HR Tech M&A Activity (4/5)

Date	Target	Buyer	<b>Sub-Sector</b>	Deal Size	EV/Revenue	<b>Target Description</b>
5-Mar	• primepay	CoAdvantage'	Employee Benefits & Payroll Software	Undisclosed	Undisclosed	<ul> <li>Developer of human resources (HR), payroll, benefits, and time management technology intended to serve the manufacturing, food service, retail, and other industries.</li> </ul>
5-Feb	eqtble <sup>.</sup>	PARADOX ()	Human Capital Management Software	Undisclosed	Undisclosed	<ul> <li>Developer of a human resource analytics platform designed to help companies gain insights from employee data.</li> </ul>
5-Feb	ТВХ	seleri <mark>∢</mark>	Employee Benefits & Payroll Software	Undisclosed	Undisclosed	<ul> <li>Developer of an employee benefits enrollment platform.</li> </ul>
4-Feb	American DataBank	DISA	Pre-Employment Screening Software	Undisclosed	Undisclosed	<ul> <li>Operator of a consumer reporting agency specializing in background screening and compliance solutions.</li> </ul>
3-Feb	WORKDOVE	Quantum Workplace	Performance Management Software	Undisclosed	Undisclosed	<ul> <li>Developer of a coaching platform designed to offer effective web- based performance management coaching.</li> </ul>
31-Jan	talenterowd	<b>GB0</b>	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of referral-based hiring platform designed to find vetted technical talent.</li> </ul>
29-Jan	CAREERMD	CHG. Healthcare	Recruiting & Onboarding Software	\$10m	Undisclosed	<ul> <li>Operator of a recruitment and career services platform developed to connect healthcare professionals with employers.</li> </ul>
28-Jan	Sike Insights, Inc.	<b>∜</b> 15five	Human Capital Management Software	Undisclosed	Undisclosed	<ul> <li>Developer of an enterprise SaaS software to provide human capital management services.</li> </ul>
24-Jan		<b>%</b> 15five	Human Capital Management Software	Undisclosed	Undisclosed	<ul> <li>Developer of an enterprise SaaS software designed to provide human capital management services.</li> </ul>

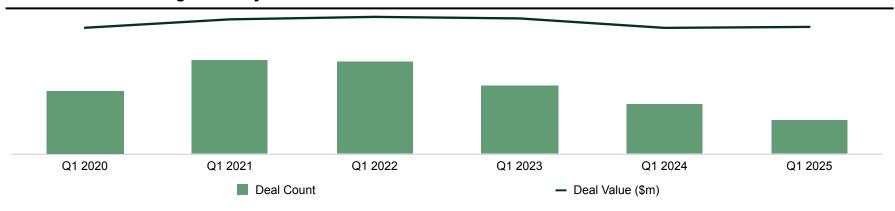
# HR Tech M&A Activity (5/5)

Date	Target	Buyer	<b>Sub-Sector</b>	Deal Size	EV/Revenue	<b>Target Description</b>
21-Jan	YouTEAM	<b>♦</b> Toptal.	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Provider of human resource services intended to provide engineering staff augmentation.</li> </ul>
17-Jan	READ.CV	perplexity	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of a professional networking platform designed to connect employers to the right employees.</li> </ul>
16-Jan	<b>3</b> Byteboard	karat^	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of a hiring software intended to assist companies in the technical interview process.</li> </ul>
7-Jan	Paycon	PAYCHEX	Human Capital Management Software	\$4,231m	5.9x	<ul> <li>Provider of human capital management (HCM) solutions for small and medium-sized businesses (SMBs) primarily in the United States.</li> </ul>
			Median	\$2,120m	5.9x	

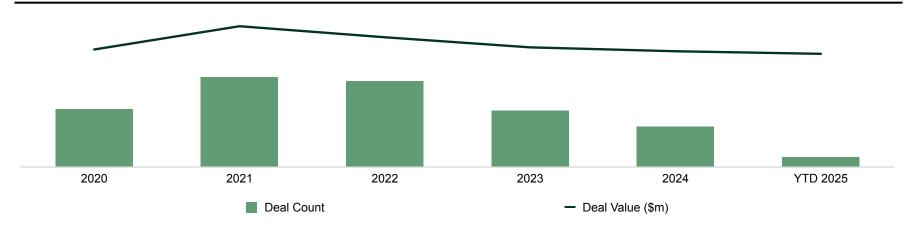
## **HR Tech Investment Activity (1/7)**

HR Tech investment is gaining strong momentum, with venture capital seeing a notable resurgence. The focus has shifted to late-stage deals, as investors favor scalable, mature solutions. Private equity activity is also rising, with firms engaging in larger transactions that highlight HR Tech's strategic value. Though past post-pandemic volatility, funding remains robust yet selective, emphasizing long-term growth and operational impact.

### **Historical Q1 Financing Summary**



### **Annual Financing Summary**



# HR Tech Investment Activity (2/7)

### **Most Active Minority Investors**

			Active Inv	estors from	Q1 2019 – Q1 :	2025				
Company Name	Investor Type	# of New Investments				Notable I	nvestments			
Gaingels 🥼	Venture Capital	46	swarm	Mogul	CONFIRM	Ashby	ПОХХ	datapeople	movo	Holly
PeopleTech	Venture Capital	35	Ashby	chezie	chronically <b>capable</b>	eqtble	mosey	▼ Twill	openroute service	MOVE UP
<b>▲</b> Alumni Ventures	Venture Capital	33	VEROSKILLS	bolster	Humanly	levee	TransCrypts	BACON	ASSEMBLY	revelio labs
FOUNDERS FUND	Venture Capital	25	traba	Onaroll	workstream	Seso Seso	RIPPLING	Lattice	Searchlight	Dover
SOMA CAPITAL	Venture Capital	22	=paraform	M-MERCOR	⊘remoteBase.	Nayya	≈ workstream	Simplify	Hammr	F FIRSTWORK
PSCM	Venture Capital	20	werkberry	APPRENTICESHIP AMERICA	าาาJulius	<b>W</b> iseful	<b>3</b> CLAYHR	<b>Qualifi</b>	HIREMAL HEALTHCARE	DEVPLAN >
Accel	Venture Capital	19	<b>#</b> UpSmith	ModernLoop	<b>R</b> remote	<b>S</b> Searchlight	checkr	<b>♥</b> Gem	knoetic	gloat
SemperVirens 📤	Venture Capital	18	Ashby	mosey	<b>≅</b> fountain	<b>F</b> finch	🌣 MATHISON	Nayya	karat^	□ take2
TIGERGLOBAL	Venture Capital	18	Wizehire.	wellfound:	<b>‰</b> Lattice	karat^	▲ontop	🍌 papaya global	<b>У∕</b> скоssсна	Dover

# HR Tech Investment Activity (3/7)

Date	Target	Investor	<b>Sub-Sector</b>	Deal Size	EV/Revenue	<b>Target Description</b>
29-Mar	Paraform	FJLABS	Recruiting & Onboarding Software	\$20m	Undisclosed	Operator of a recruiting platform intended to connect companies with specialized recruiters.
25-Mar	pikl	LEVEL ONE CAPITAL	Recruiting & Onboarding Software	<\$10m	Undisclosed	<ul> <li>Operator of an artificial intelligence platform based in Denver, Colorado.</li> </ul>
14-Mar	HuntClub	FJLABS	Workforce Management & Scheduling Software	Undisclosed	Undisclosed	<ul> <li>Operator of a full-service recruitment firm intended to connect organizations with suitable executives.</li> </ul>
13-Mar	OptimHire	Mucker	Recruiting & Onboarding Software	<\$10m	Undisclosed	<ul> <li>Developer of an artificial intelligence-powered recruiting ecosystem intended to connect candidates with organizations.</li> </ul>
10-Mar	AUDITOCITY	techstars_	Workforce Management & Scheduling Software	<\$10m	Undisclosed	<ul> <li>Developer of a compliance automation platform designed for human resources auditing purposes.</li> </ul>
10-Mar	≫hardly	techstars_	Recruiting & Onboarding Software	<\$10m	Undisclosed	<ul> <li>Developer of an artificial intelligence-based career platform designed to speed up the job application process.</li> </ul>
5-Mar	cantaloûpe ai	techstars_	Workforce Management & Scheduling Software	<\$10m	Undisclosed	<ul> <li>Operator of an AI-powered pre-screening platform designed to enhance hiring efficiency in the hospitality industry.</li> </ul>
5-Mar	X   EXITOUS	techstars_	Human Capital Management Software	<\$10m	Undisclosed	<ul> <li>Developer of an AI-based human resource platform intended to offer employee exit tools for businesses.</li> </ul>
4-Mar	Helios	Aracan energía	Recruiting & Onboarding Software	\$16m	Undisclosed	<ul> <li>Developer of an AI-driven workforce management and payments platform designed to simplify global HR management and streamline payroll services.</li> </ul>
1-Mar	<b>D</b>	;: <sup>::</sup> :; LVLUP VENTURES	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of an AI-powered talent discovery platform designed to connect directly to job candidates.</li> </ul>

# HR Tech Investment Activity (4/7)

Date	Target	Investor	Sub-Sector	Deal Size	EV/Revenue	<b>Target Description</b>
1-Mar	loli	CAPITAL	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of employee wellness monitoring platform designed to enhance workplace well-being.</li> </ul>
1-Mar	Sorce	Founders, Inc.	Pre-Employment Screening Software	Undisclosed	Undisclosed	<ul> <li>Developer of a job-hunting platform based in San Francisco.</li> </ul>
28-Feb	ROPES	<b>GSV</b> Ventures	Performance Management Software	<\$10m	Undisclosed	<ul> <li>Developer of a screening tool designed for candidates.</li> </ul>
28-Feb	Teamforce Al	industry 4.	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of human resource and talent retention software designed to help enterprises communicate and engage with their frontline workforce.</li> </ul>
27-Feb	>> hardly	alphalab	Pre-Employment Screening Software	Undisclosed	Undisclosed	<ul> <li>Developer of an artificial intelligence-based career platform designed to speed up the job application process.</li> </ul>
26-Feb	F FIRSTWORK	♥GRADIENT	Performance Management Software	<\$10m	Undisclosed	<ul> <li>Developer of a human resource platform intended for companies with workforce needs.</li> </ul>
26-Feb	cantaloupe ai	NEW ORLEANS STARTUP FUND	Pre-Employment Screening Software	<\$10m	Undisclosed	<ul> <li>Operator of an AI-powered pre-screening platform designed to enhance hiring efficiency in the hospitality industry.</li> </ul>
20-Feb	loxo	Tritium	Human Capital Management Software	\$115m	Undisclosed	<ul> <li>Provider of a talent intelligence platform designed to streamline the entire recruitment lifecycle.</li> </ul>
19-Feb	gusto	BLITZSCALING VENTURES  FLEX	Pre-Employment Screening Software	Undisclosed	Undisclosed	<ul> <li>Developer of a cloud-based payroll and human resource management platform designed to provide employee benefits.</li> </ul>
18-Feb	THE GLOBAL IKON	ACCELERATOR AT UCLA ANDRESON	Human Capital Management Software	Undisclosed	Undisclosed	<ul> <li>Operator of a global talent discovery platform, designed to connect artists and musicians across various genres and languages.</li> </ul>

# HR Tech Investment Activity (5/7)

Date	Target	Investor	Sub-Sector	Deal Size	EV/Revenue	<b>Target Description</b>
14-Feb	RecruitU	Fred Crawford, Bob Lord	Recruiting & Onboarding Software	<\$10m	Undisclosed	<ul> <li>Developer of a recruitment platform designed to streamline the job search process for students and professionals.</li> </ul>
14-Feb	epichire	Triangle Tweetner Fund	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of a hiring platform designed to showcase the personality and potential of job seekers beyond traditional resumes.</li> </ul>
11-Feb	CONVERZAI	WENLO VENTURES	Recruiting & Onboarding Software	\$16m	Undisclosed	<ul> <li>Developer of an AI-powered virtual recruiting platform designed to autonomously hire candidates for any job.</li> </ul>
7-Feb	(A) Apploi	defy.	Human Capital Management Software	Undisclosed	Undisclosed	<ul> <li>Developer of recruitment software designed to hire healthcare staff.</li> </ul>
6-Feb	Jolly	Zach Kirkhorn	Human Capital Management Software	\$17m	Undisclosed	<ul> <li>Developer of an artificial intelligence-based productivity platform designed to improve employee utilization, compliance, referrals, and loyalty.</li> </ul>
6-Feb	harri	AP   Ventures	Employee Benefits & Payroll Software	Undisclosed	Undisclosed	<ul> <li>Developer of an online recruitment platform designed to help hospitality businesses build, manage, and engage their teams.</li> </ul>
4-Feb	SquarePeg	NEXT frontier NEXT frontier	Recruiting & Onboarding Software	<\$10m	Undisclosed	<ul> <li>Developer of a job matching platform designed to bring predictive data to job search.</li> </ul>
1-Feb	Wrangle	Pear	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of an artificial intelligence-driven platform designed to simplify and accelerate the job application process.</li> </ul>
30-Jan	Final Round	Uncork	Recruiting & Onboarding Software	<\$10m	Undisclosed	<ul> <li>Developer of a real-time conversational intelligence platform designed to help job candidates prepare for and ace job interviews.</li> </ul>
28-Jan	<b></b> ₩orkUp`	ACCELERATOR AT UCLA ANDERSON	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of AI work technology designed for job seekers, career centers, and employers.</li> </ul>

# HR Tech Investment Activity (6/7)

Date	Target	Investor	Sub-Sector	Deal Size	EV/Revenue	<b>Target Description</b>
27-Jan	MERCOR	♣ Felicis	Recruiting & Onboarding Software	\$100m	Undisclosed	<ul> <li>Developer of an artificial intelligence-powered hiring platform designed to streamline the hiring process for both candidates and companies.</li> </ul>
25-Jan	trunk. tools	LEONARD	Performance Management Software	Undisclosed	Undisclosed	<ul> <li>Developer of an AI platform designed to streamline construction data management, automate tedious work and reduce waste.</li> </ul>
22-Jan	<b>W</b> Workera	accenture	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of skills intelligence platform designed to redefine how enterprises understand, develop, and mobilize talent.</li> </ul>
17-Jan	cantaloûpe ai	STart UP Northshore	Performance Management Software	<\$10m	Undisclosed	<ul> <li>Operator of an AI-powered pre-screening platform designed to enhance hiring efficiency in the hospitality industry.</li> </ul>
14-Jan	MENTOR ( SPACES	blackbaud' SOCIAL GOOD STARTUP PROGRAM	Workforce Management & Scheduling Software	Undisclosed	Undisclosed	<ul> <li>Developer of a mentorship networking platform designed to help recruiters find and hire diverse college students and grads from the comfort of their offices.</li> </ul>
9-Jan	Holly	₹ J2ventures	Recruiting & Onboarding Software	<\$10m	Undisclosed	<ul> <li>Operator of a human resource technology platform intended to change public sector organizations' recruitment.</li> </ul>
1-Jan	• Dosen.	AFFINITY	Workforce Management & Scheduling Software	<\$10m	Undisclosed	<ul> <li>Developer of an AI-driven employee platform intended to offer live one-on-one access to mentors and experts across all fields.</li> </ul>
1-Jan	Spott	Y Combinator	Performance Management Software	<\$10m	Undisclosed	<ul> <li>Developer of AI tools intended for data visualization and exploration.</li> </ul>
1-Jan	Speak_	techstars_	Recruiting & Onboarding Software	<\$10m	Undisclosed	<ul> <li>Developer of an artificial intelligence-powered hiring platform designed for fully managed employer talent communities.</li> </ul>
1-Jan	Everly	Фреппег	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Operator of an integrated human capital management and marketplace platform intended to transform how companies and benefits providers interact.</li> </ul>

# HR Tech Investment Activity (7/7)

Date	Target	Investor	<b>Sub-Sector</b>	Deal Size	EV/Revenue	<b>Target Description</b>
1-Jan	F frontline	Rally	Workforce Management & Scheduling Software	Undisclosed	Undisclosed	<ul> <li>Developer of an AI-powered workforce readiness platform designed to connect employers with pre-vetted, skilled workers.</li> </ul>
1-Jan	Jellie <b>ຜ</b> ai	colopl next	Workforce Management & Scheduling Software	Undisclosed	Undisclosed	<ul> <li>Operator of a platform designed to help agencies and search firms manage and update their candidate database.</li> </ul>
1-Jan	SalesScreen	///. spring	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of a sales performance management platform designed to keep modern sales teams motivated and engaged.</li> </ul>
1-Jan	sayhii	growth <sup>x</sup>	Recruiting & Onboarding Software	Undisclosed	Undisclosed	<ul> <li>Developer of an employee engagement platform intended for workplace culture improvement.</li> </ul>

**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%

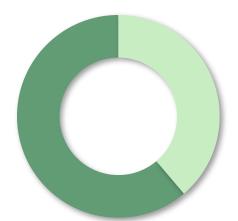
**SELL-SIDE TRANSACTIONS** 

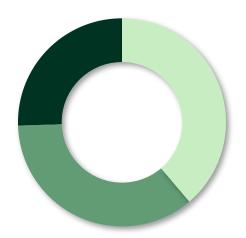
1,500+

LOIs RECEIVED

10+ Years

**SENIOR BANKER TENURE** 





## **Leading Advisor to Middle Market SaaS Companies**

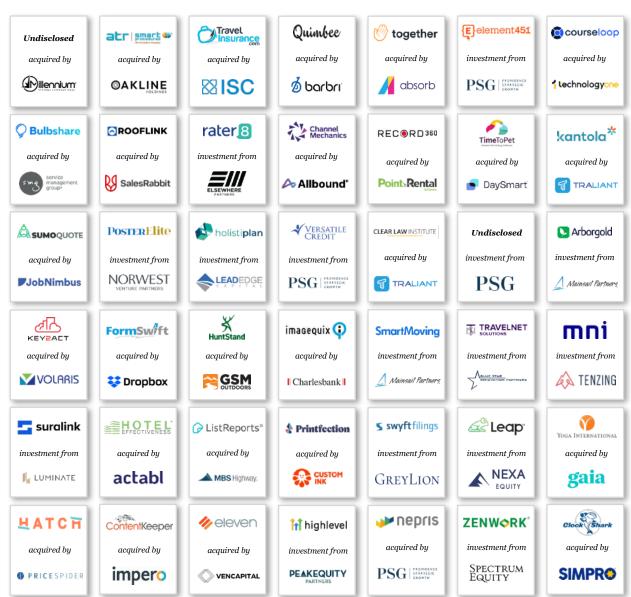
*In the past 4 years, here are our results:* 

**54**CLOSED TRANSACTIONS

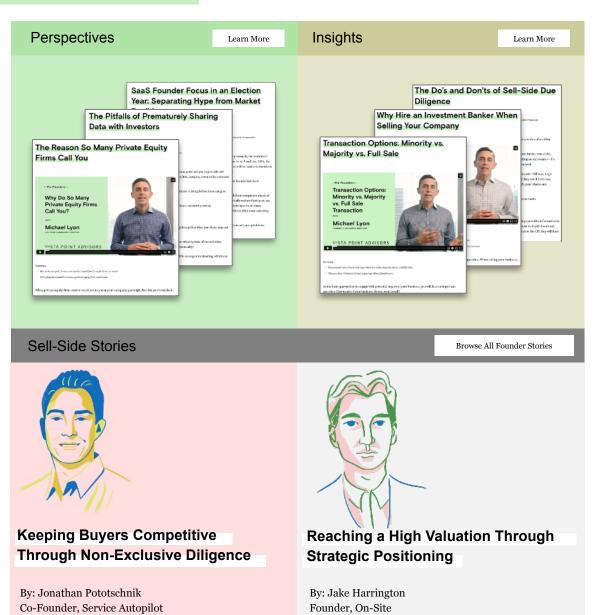
\$4.4B

**ENTERPRISE VALUE** 

**8.7**x AVG. ARR MULTIPLE



### For Founders





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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