

Top Companies for Strattam Capital

Investment Criteria: \$10-30M revenue, >10% growth, positive EBITDA

Akeyless

- Score: 82.93
- Industry: Enterprise Software
- Revenue: \$22,000,000 (estimated)
- EBITDA: \$7,699,999 (estimated)
- Growth Rate: 120%
- Employees: 100
- Investment Grade: B-

Description:

Software Sector: Security Sub-Sector: Identity Why Important: Provides "secrets" and machine-to-machine identity crucial for cloud native environments. Akeyless unifies secrets and machine identity management, securing credentials, certificates, and keys across all environments with a scalable platform. Akeyless unique combination of innovative technology and cloud- native architecture, enables enterprises to easily secure DevOps cloud workloads, and legacy environments, while meeting compliance requirements. The platform's secrets management capabilities centralize and secure credentials, certificates, and keys across CI/CD pipelines, reducing both the cost and complexity of vault management. Akeyless' PKI and certificate management solutions provide a robust framework for managing, renewing and safeguarding certificates. The company's privileged access management solutions allow organizations to manage user access with a Zero Trust approach and secure infrastructure by enabling role-based authentication. Headquartered in Israel with ~100 employees

Criteria

- Score: 82.93
- Industry: HR Technology & Application Software
- Revenue: \$29,750,000 (estimated)
- EBITDA: \$7,437,500 (estimated)
- Growth Rate: 10%
- Employees: 170
- Investment Grade: B-

Description:

Criteria is a comprehensive talent management platform designed to enhance talent acquisition and workforce development outcomes. Their innovative solution provides organizations with the tools necessary to identify, assess, and nurture the best-fit talent for their specific needs. By integrating advanced candidate

assessments and structured interview processes, Criteria enables companies to make informed hiring decisions while fostering a culture of continuous improvement and growth among their teams. With a focus on both pre-hire and post-hire phases, Criteria supports a wide range of use cases, from evaluating candidates to facilitating ongoing employee training and performance management. This holistic approach ensures that organizations not only attract top talent but also retain and develop high-performing teams. Criteria's assessments can be customized to align with specific job requirements, ensuring that the selection process is both relevant and efficient. Additionally, the platform offers structured interview frameworks that guide hiring managers in conducting focused interviews, helping to reduce bias and improve the overall quality of candidate evaluations. Founded in 2006 and headquartered in Los Angeles, CA with ~170 employees

Influx Data

- Score: 80.49
- Industry: Enterprise Software
- Revenue: \$35,200,000 (estimated)
- EBITDA: \$12,320,000 (estimated)
- Growth Rate: 10%
- Employees: 160
- Investment Grade: B-

Description:

Software Sector: Data Sub-sector: Database/Time Series Database Why Important: Time-series database important for observability, predictive maintenance and various OT/IoT use cases Influx Data developed an open-source time-series database platform that is specifically designed to manage and analyze large volumes of time-stamped data. The company's platform, efficiently handles large workloads and stores data from various sources such as IoT devices, applications, networks, containers, and computers. Additionally, the company's platform features a powerful scripting and query engine that is specifically tailored to transform time series data into valuable insights, empowering clients to make informed real-time decisions. Core use cases of Influx's database solutions include observability, predictive maintenance, IoT analytics, etc. Founded in 2012, the Company is headquartered in San Francisco, California and has ~160 employees

Leandata

- Score: 80.49
- Industry: Enterprise Software
- Revenue: \$44,000,000 (estimated)

- EBITDA: \$15,399,999 (estimated)
- Growth Rate: 10%
- Employees: 200
- Investment Grade: B-

Description:

LeanData delivers seamless revenue orchestration by helping enterprises capture more demand and improve the entire customer experience. The platform automates go-to-market plays and manual processes to remove friction and close gaps across sales, marketing and customer success enabling enterprises to efficiently capture buying signals, process leads, convert opportunities and nurture customers with speed and precision. The platform visualizes lead routing processes through complex, end- to-end algorithms from a lead source to a closed deal, enabling enterprises to optimize routing workflows through automation. The platform also adapts workflows easily to GTM strategies using data- driven insights, enabling businesses to increase speed-to-revenue, improve the buyer experience and better align sales and marketing ROI. Founded in 2012 and headquartered in Santa Clara, CA with ~200 employees.

Zesty

- Score: 80.49
- Industry: Enterprise Software
- Revenue: \$44,000,000 (estimated)
- EBITDA: \$15,399,999 (estimated)
- Growth Rate: 10%
- Employees: 200
- Investment Grade: B-

Description:

Zesty is a FinOps platform that allows for management of cloud cost and resource utilization. With offerings for compute, block storage, and Kubernetes, Zesty's platform automatically scales resource usage to optimize performance and provides visibility, alerts, and cost prediction capabilities for better control of cloud infrastructure. Zesty helps DevOps teams to slash cloud costs, maintain perfect app performance, minimize the hassle of managing infra and fully realize the true flexibility of the cloud. Headquartered in Tel Aviv, Israel with ~200 employees

TicketSocket

- Score: 80.49
- Industry: Internet & Enabling Technologies
- Revenue: \$11,200,000 (estimated)

- EBITDA: \$2,240,000 (estimated)
- Growth Rate: 50%
- Employees: 70
- Investment Grade: B-

Description:

TicketSocket is a pioneering provider of a customizable white-label ticketing & registration framework powering companies around the world. The platform's flexibility and ease of use have made it the leading choice for managing complex events and multi-national tours. TicketSocket was founded in 2012 and headquartered in Newport Beach, California. The platform's robust features provide event organizers and vendors complete control over their money, data, brand, and customer experience, distinguishing it from competitors who often retain these controls. TicketSocket's offerings are built around a proprietary plug-in framework, white-label tools, and open APIs, providing unparalleled interactivity and customization options for event promoters, venues, and developers. Their technology enables seamless integration with existing systems, supporting a wide array of functionalities from ticket sales to event management and attendee engagement. The Company's growth is driven by its innovative approach to event management, which combines cutting-edge technology with customer-centric solutions. This strategy has led to competitive pricing and high customer satisfaction rates, positioning TicketSocket as a leader in the white-label ticketing space. TicketSocket's growth is fueled by several strategic initiatives, led by their new timed entry product. The timed entry product adds capabilities to TicketSocket's solution suite, broadening their potential client base while offering upsell opportunities for select current clients. TicketSocket is further positioned for growth with their ability to accept a wide range of currencies, making global expansion seamless. They also offer add-on tools, such as their Ice Cream Social micro-influencer marketing tool, presenting upsell potential that also creates value for the customer. The Company expects to be acquisitive in the near-to-medium term to add on capabilities and bolster their offering. Central to their strategy is their unique client-centric approach, allowing clients to control their customer experience and data.

Broadvoice

- Score: 78.05
- Industry: Communications & Digital Infrastructure
- Revenue: \$36,000,000 (estimated)
- EBITDA: \$7,200,000 (estimated)
- Growth Rate: 10%
- Employees: 200
- Investment Grade: C+

Description:

Broadvoice is a cloud-based communication provider that offers UCaaS and CCaaS solutions tailored to small to medium-sized businesses. Provides broadband phone products and services that include business phone systems, video and collaboration, cloud contact center, call center, SIP trunking, business texting,

Microsoft teams, integration, Salesforce integration, and hardware. Received an undisclosed amount of development capital from Crestline Investors in December 2020. Founded in 2005, Broadvoice is headquartered in Northridge, CA and has ~200 employees

Third Lane Mobility

- Score: 78.05
- Industry: Internet & Enabling Technologies
- Revenue: \$170,000,000
- EBITDA: \$20,000,000
- Growth Rate: 10%
- Employees: 56
- Investment Grade: C+

Description:

Third Lane Mobility is a leading micromobility operator, with a dominant presence in North America and growing globally. Third Lane Mobility operates two of the most recognized brands in Bird and Spin. Third Lane Mobility is an electric vehicle company dedicated to bringing affordable, environmentally friendly transportation solutions such as e- scooters and e-bikes to communities around the world. Bird and Spin's cleaner, affordable, and on-demand mobility solutions are ubiquitous with the markets they currently serve. Bird and Spin partner closely with the cities in which they operate to provide a reliable and affordable transportation option for people who live, work, and visit there.

Conquest

- Score: 75.61
- Industry: Commerce Tech
- Revenue: \$28,000,000 (estimated)
- EBITDA: \$7,000,000 (estimated)
- Growth Rate: 10%
- Employees: 140
- Investment Grade: C

Description:

Conquest is a developer of a cloud-based software platform designed to simplify the financial planning process and improve the consumer experience. Through an AI-powered Strategic Advice Manager (SAM), the platform helps advisors and consumers easily understand the impact of holistic financial decisions, while underscoring the true value of advice, further deepening collaborative relationships. The technology modernizes the traditionally time-consuming financial planning process by creating adaptable and detailed

financial plans, covering areas such as estate planning, education planning, and retirement planning. The platform is accessible and actionable for all consumers, from mass-market individuals to ultra-high-net-worth families. Conquest enables advisors to provide bespoke advice at scale a challenge at many wealth management firms with disparate client bases. Conquest was founded in 2018 and is headquartered in Winnipeg, Canada. The Company has ~140 employees.

PayEm

- Score: 75.61
- Industry: Commerce Tech
- Revenue: \$16,000,000 (estimated)
- EBITDA: \$4,000,000 (estimated)
- Growth Rate: 10%
- Employees: 80
- Investment Grade: C

Description:

PayEm operates a platform for spend and procurement management for middle-market finance and procurement teams. The Company offers budget control, corporate cards, PO creation, and AI-invoice processing solutions. It provides finance and procurement teams complete visibility and control that drive process efficiencies, reduce risk, and reduce operating costs that contribute to business growth. PayEm distinguishes itself with its global spend and procurement platform that simplifies vendor management and automates payment workflows. The platform's integration with ERP systems and real-time visibility into spend data enhance control and compliance for multinational organizations. In January 2023, PayEm raised \$20M in Series A funding led by Glilot Capital Partners to scale PayEm's card operations, support larger customers, and enhance their spend and procurement management platform. Founded in 2019, PayEm is headquartered in New York, NY with 80 employees across its New York, San Francisco, and Israel offices.
