

## Top Companies for Strattam Capital

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

### Akeyless

- Score: 85.12
- 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

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### Maxwell

- Score: 83.47
- Industry: Commerce Tech
- Revenue: \$17,000,000
- EBITDA: \$4,250,000 (estimated)
- Growth Rate: 58%
- Employees: 270
- Investment Grade: B

#### *Description:*

Maxwell Labs offers a comprehensive digital mortgage platform to streamline the entire mortgage process for small to midsize lenders, including mortgage banks, credit unions, brokers, and community banks. The platform includes POS, loan processing, underwriting, closing, and QC solutions to enhance the lender and

borrower experience. Additionally, Maxwell Capital, a brand under the Maxwell umbrella, provides competitive secondary market pricing and full-service fulfillment support through wholesale and mini-correspondent offerings, helping lenders maximize returns and reduce fixed costs. Maxwell distinguishes itself through its solutions for the entire mortgage process, from application to the secondary market. Their solutions provide lenders with data-driven solutions to originations, task management, document review, and secondary market sales. With Maxwell, America's local mortgage lenders stay ahead, consistently delivering a state-of-the-art experience for their borrowers, while improving their workflow and margins. In May 2023, Maxwell acquired LenderSelect, a provider of mortgage product solutions including conventional, government, and jumbo products, for an undisclosed amount. The acquisition will expand Maxwell's market share and enhance its platform through LenderSelect's suite of mortgage services capabilities. Founded in 2015, Maxwell is headquartered in Denver, CO with 270 employees across its Colorado, Minneapolis, North Carolina, and Texas offices.

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## **TicketSocket**

- Score: 81.82
- 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.

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## **Interact**

- Score: 78.51
- Industry: Internet & Enabling Technologies
- Revenue: \$33,120,000 (estimated)
- EBITDA: \$6,624,000 (estimated)
- Growth Rate: 25%
- Employees: 207
- Investment Grade: C+

### *Description:*

Interact Software engages in the development of bespoke intranet software solutions that empower employee engagement, internal communications, and workplace productivity by giving everyone a unified hub for all the comms, content, people, and apps that businesses work with on a daily basis. The company primarily serves enterprise level clientele serving sectors that require robust internal communication platforms, such as healthcare, financial services, social housing, non-profit, and retail industries. Revenue streams are diversified geographically, with roughly 60% of revenue coming from North America and 40% coming from EMEA, with a new office in Dubai driving further growth in the region. The company was founded in 1996 and is ~230 employees strong.

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## **Influx Data**

- Score: 75.21
- Industry: Enterprise Software
- Revenue: \$35,200,000 (estimated)
- EBITDA: \$12,320,000 (estimated)
- Growth Rate: 10%
- Employees: 160
- Investment Grade: C

### *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

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## **Leandata**

- Score: 75.21
- Industry: Enterprise Software
- Revenue: \$44,000,000 (estimated)
- EBITDA: \$15,399,999 (estimated)
- Growth Rate: 10%
- Employees: 200
- Investment Grade: C

### *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.

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## **Zesty**

- Score: 75.21
- Industry: Enterprise Software
- Revenue: \$44,000,000 (estimated)
- EBITDA: \$15,399,999 (estimated)
- Growth Rate: 10%
- Employees: 200
- Investment Grade: C

### *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

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## **Jackpot**

- Score: 75.21
- Industry: Internet & Enabling Technologies
- Revenue: \$9,120,000 (estimated)
- EBITDA: \$1,824,000 (estimated)
- Growth Rate: 50%
- Employees: 57
- Investment Grade: C

### *Description:*

Jackpot is an online marketplace enabling users to safely and securely order official state lottery tickets and scratchers from any device. The site is currently offered in 8 states nationwide and is looking to expand into new markets across the US. The Company's platform purchases tickets on behalf of its customers from an official state retailer, displaying a scan of their ticket and transferring winnings under \$600. For proceeds greater than \$600, Jackpot delivers the ticket to the winner for in-person redemption. Jackpot has partnered with nationwide games such as Mega Millions and Powerball, and local games such as Lady Luck in Arizona, to offer the most inclusive and fun user experience. The Company is headquartered in Dover, DE and has 150+ employees.

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## **Fundbox**

- Score: 73.55
- Industry: Commerce Tech
- Revenue: \$50,000,000 (estimated)
- EBITDA: \$12,500,000 (estimated)
- Growth Rate: 10%
- Employees: 250
- Investment Grade: C

### *Description:*

Fundbox's core product is its AI-driven working capital platform, offering businesses revolving lines of

credit. The application process is streamlined for quick decisions within 3 minutes, and approved funds can be available as soon as the next business day. The Company has unlocked +\$5B in working capital and has connected with +500K businesses. Fundbox has significantly expanded its credit capacity to over \$2B annually and enhanced its product suite through strategic partnerships. Notable collaborations with Visa, Galileo Financial Technologies, and Nav have broadened Fundbox's offerings beyond traditional lending, incorporating new payment capabilities and distribution channels. These partnerships have strengthened Fundbox's position as a comprehensive financial solutions provider for small businesses. Beyond its basic offerings, The Company offers a premium subscription service in Fundbox Plus where customers enjoy 20% lower fees, longer repayment timelines, and priority support. Fundbox was founded in 2013 and is headquartered in Plano, Texas. The Company has ~250 employees.

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## **Aisera**

- Score: 73.55
- Industry: Enterprise Software
- Revenue: \$46,860,000 (estimated)
- EBITDA: \$16,400,999 (estimated)
- Growth Rate: 10%
- Employees: 213
- Investment Grade: C

### *Description:*

Software Sector: IT Ops Sub-Sector: Service Management (IT, HR, etc.) Why Important: Leverages agentic GenAI to automate ITSM and enterprise workflows. Aisera is a leading provider of a GenAI platform that helps enterprises quickly create and deploy conversational AI solutions, primarily for service management and other business workflows. Aisera's products are AiseraGPT, AI Copilot, AI Search and AiseraLLMs which are built on the AI Experience (AIX) platform that serve as an enterprise Generative AI stack for organizations to buy or build solutions. Aisera solutions deliver human-like interactions while providing contextually rich conversations that boost workforce productivity. Aisera's AIX platform with pre-trained domain-specific LLMs are customizable to customer data, such that enterprises can get better accuracy, lower hallucinations and increased resolution rates. Aisera offers these domain-specific LLMs across a wide range, including: IT, HR, Finance, Sales, Marketing, Customer Service, Life Sciences, Healthcare, Financial Services, and Retail. Aisera complements these offers with action bots that are built-in and customized AI workflows through a Visual studio to take actions and improve business process automation. Headquartered in Palo Alto, California with more than 300 employees

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