

# General Partner bio (1/2)

- Built a personal venture portfolio **marked at 6.7x TVPI / 77% IRR** by spending his time outside of Vista **supporting and investing in some of the best deeptech founders.**
- Backed market leaders across deeptech categories, such as **Quantinuum** in **quantum computing**, **Figure AI** in **humanoid robotics**, and **Zap Energy** in **fusion energy**.
- Engineering background from Harvard and specialized networks in each deeptech vertical drive ability to **unpack technically complex startups, build deep relationships with founders, and deploy capital into the best startups.**



Harvard College  
B.S. in Mechanical Engineering



- Senior thesis on vision software for micro-robotic bees
- Quantum computing algorithms and simulations
- Grid storage power systems
- Rowed Varsity lightweight crew after walking on as a novice

Logos are the trademarked property of the respective companies, do not imply any endorsement of Hyperion or the Fund, and are not representative of all prior investments. MOICs and IRRs are net of fees and expenses. Valuation inputs for MOIC calculations include valuation caps on latest convertible note or SAFE rounds. Current Quantinuum valuation is based on recent secondary transaction in March 2025 but note that the last institutional equity financing round occurred in February 2024 at a \$5.3 billion post-money valuation. Normal Computing investment is a share award (given in lieu of direct investment) with current value marked at the total award value and cost marked at the Seed valuation. Furthermore, certain investments were made in Mr. Durstman's individual capacity and are thus not comparable to future fund investments. Refer to the Valuation and Performance Definitions for additional important information regarding performance. Past performance is not necessarily indicative of future results.

# General Partner bio (2/2)

- At Vista Equity Partners, Dillon helped **deploy \$1.0+ billion across 15+ deals**, primarily via Series C+ growth investments in enterprise SaaS businesses. Dillon also **spearheaded AI research and strategy** for his team from '23 - '25.
- At Firmament, Dillon helped execute enterprise SaaS buyouts and scale businesses via organic growth and M&A (culminating in **two exits to publicly traded companies**) while also **building out their venture arm from scratch**.

Vista Equity Partners  
2021-2025



V I S T A

Latest Announced  
Valuation:

AI & Data  
Infrastructure  
 databricks

\$62B

Cloud  
Infrastructure  
 Fivetran

\$5.6B

Cybersecurity  
 Acronis

\$4.5B

Healthcare  
AI  
 RAPIDAI

Logistics  
AI  
 FLYR

The Firmament Group  
2019-2021



- >5x Realized MOIC on supply chain software provider Envase, which sold to WiseTech (ASX: WTC) for \$230M in Jan-23
- >3x Realized MOIC on parcel shipping software provider Logistyx, which sold to E2open (NYSE: ETWO) for \$185M in Mar-22

