



BregalSagemount

Weekly Fives Review

Week of 3/6/2024

#	Company Name	Upgraded By
1	Delaget	Ben MacShane
2	CCR	Ben MacShane
3	HeroDevs	Ben MacShane
4	Smarty	Ben MacShane



Delaget

Upgraded by Ben MacShane

Description

Delaget, LLC is an information service, transaction processing, and outsourced services company. The company offers loss prevention, reporting, analytics, and payroll and accounting services. The company serves its clients across the country.

Qualification Parameters

Scale Notes	\$15M EOY '23A ARR	Revenue Model Notes	Subscription, per restaurant per month
Growth Notes	~40% 2022 Growth	Ownership Dynamic Notes	One outside shareholder
Profitability Notes	CF+ in 1H '24	Concentrations Notes	None known

Additional Data

Company Owner & Team	Ben MacShane	Employees	93
Prospect Source	Proprietary	Latest Raised Date	February 1, 2022
Split Credit		Latest Raised	
Website	https://www.delaget.com	Total Raised	\$400,000
HQ Country	USA		



CCR

Upgraded by Ben MacShane

Description

Circle Computer Resources, Inc. (CCR) is an information service company. It offers a range of IT services to businesses and specializes in enterprise-level managed internet and connectivity services, broadcast monitoring, and cloud content sourcing. The company provides its services throughout the country.

Qualification Parameters

Scale Notes	\$50M ARR (biz unit: \$30M media/linear, \$10M private LTE, \$4M Ag, \$2M construction, \$4M gen. MSP)	Revenue Model Notes	Recurring
Growth Notes	Media/Linear: 8%. Private LTE flat, Ag. NA, construction 100%	Ownership Dynamic Notes	100p by Kelly family
Profitability Notes	\$7-9M of EBITDA	Concentrations Notes	None more than 10%

Additional Data

Company Owner & Team	Jordan Walton	Employees	109
Prospect Source	Proprietary	Latest Raised Date	
Split Credit		Latest Raised	
Website	https://ccr.net	Total Raised	
HQ Country	USA		



HeroDevs

Upgraded by Ben MacShane

Description

HeroDevs, LLC is a software development company. Its products include NES Vue 2, NES Angular, AngularJS XLTS, NES Protractor, Endbridge. The company offers Web, Web Development, Architecture, Open Source, End-of-Life, Angular, Vue, Nx, React, Cypress, and AngularJs. It provides services to its clients and business consumers.

Qualification Parameters

Scale Notes \$19M of product rev, \$10M of services
Growth Notes 50%+
Profitability Notes \$12m of EBITDA

Revenue Model Notes recurring product rev. and services
Ownership Dynamic Notes \$8M from Album, rest is founder
Concentrations Notes None

Additional Data

Company Owner & Team Ben MacShane
Prospect Source Proprietary
Split Credit
Website <https://www.herodevs.com>
HQ Country USA

Employees 59
Latest Raised Date
Latest Raised
Total Raised



Smarty

Upgraded by Ben MacShane

Description

SmartyStreets, LLC is to operate as a software services company that provides address validation and geocoding services. It offers on-demand USPS address verification, validation, certification, and standardization services.

Qualification Parameters

Scale Notes	\$30M ARR	Revenue Model Notes	subscription SaaS
Growth Notes	30% YoY	Ownership Dynamic Notes	100p founder owned
Profitability Notes	30% EBITDA	Concentrations Notes	none

Additional Data

Company Owner & Team	Ben MacShane	Employees	104
Prospect Source	Proprietary	Latest Raised Date	
Split Credit		Latest Raised	
Website	https://www.smarty.com	Total Raised	
HQ Country	USA		