**About HighRadius**

HighRadius offers cloud-based [Autonomous Software](https://www.highradius.com/autonomous/) for the Office of the CFO. More than 700 of the world’s leading companies have transformed their order to cash, treasury and record to report processes with HighRadius. Our customers include 3M, Unilever, Anheuser-Busch InBev, Sanofi, Kellogg Company, Danone, Hershey’s and many more.

Autonomous Software is data-driven software that continuously morphs its behaviour to the ever-changing underlying domain transactional data. It brings modern digital transformation capabilities like Artificial Intelligence, Robotic Process Automation, Natural Language Processing and Connected Workspaces as out-of-the-box features for the finance & accounting domain.

Finance business stakeholders have been led to believe that they have only two choices: pick an application software vendor that digitizes a paper or Excel-based process to an electronic system of record or choose a middleware platform for AI or RPA to build and maintain in-house, domain-specific capabilities. In contrast, HighRadius Autonomous Software combines the best of both worlds to deliver measurable business outcomes such as DSO reduction, working capital optimization, bad-debt reduction, reduce month close timelines and improve productivity in under six months.

**Customers**

Our products provide value to a wide range of customers and are especially relevant to industries like consumer products, manufacturing, distribution, energy, and others that sell products or provide a service to other businesses.

Our customers range from some of the largest global corporations including more than 200+ Global 2000 companies as well as mid-size enterprises that don’t have the IT resources to consolidate on an ERP platform but still want to automate and streamline their receivables and treasury processes.

**Values**

Efficiency and productivity enhancements are central to the value HighRadius provides to our customers. Regardless of what ERP, Accounts Receivable or Treasury Management system you are using, our products automate manually-intensive tasks, streamline communication, and allow standardization of processes to drive best practices into your receivables and treasury processes.

We empower our customers to be able to work more accurately and efficiently, forecast and manage cash, get paid faster, and improve key metrics like Days Sales Outstanding (DSO) and improve working capital availability.

**Leadership Team**

Sashi Narahari

President & Chief Executive Officer of HighradiusSashi co-founded HighRadius and brings a unique combination of business management expertise and technical knowledge to his leadership of the HighRadius team and corporate strategy. This focus on business process improvement is the driving philosophy behind HighRadius’ offerings and results in our customers achieving peak financial performance through improvements such as reduced Days Sales Outstanding (DSO), greater operational efficiency, and increased deduction recovery. He has worked with many Fortune 1000 companies in implementing credit management, collections management, dispute management, and invoicing and payments solutions. Prior to HighRadius, Sashi served as the CEO of Riversand Technologies, a provider of Master Data Management (MDM) solutions.

*Fig. 1.1 President & CEO*

Sashi holds a Master’s Degree in Mechanical Engineering from the University of Maryland, College Park, and a Bachelor’s Degree in Mechanical Engineering from Indian Institute of Technology (IIT) Madras.

Nather Rader

Vice President, VP Enterprise
Sales (NA)Nathan is responsible for overseeing all net new sales for Enterprise North America including the Strategic ($10B+) and Large segments ($2B-10B) accounts. Nathan has spent more than 20 years at technology companies leading sales & strategy. Most recently, he served as the Chief Revenue Officer at Parsable, a San Francisco based industrial automation software company, where he helped double the ARR revenue and successfully raise a Series D financing round in 2020. Prior to this, Nathan spent a decade at Google Cloud helping scale the business from single-digit ARR to billions in ARR, serving as one of the first Cloud enterprise sales leaders. Nathan has held various infrastructure and technology sales roles at Oracle Fusion MIddleware and IBM Software Group.

*Fig. 1.2 VP Enterprise, Sales (NA)*

Nathan holds a Bachelor of Science degree in Finance from Texas A&M University and is actively involved in coaching at University Little League in Fort Worth, TX.

Vice President, Digital Transformation
As Vice President of Digital Transformation, Jared is responsible for HighRadius’ Digital Transformation Advisory Practice, the Sales Center of Excellence, and Global Go-to-Market recruiting. Jared brings 20+ years of experience as an executive at high-growth technology companies where he helped the C-suite at Global 2000 companies modernize their back-office tech stack. Prior to joining HighRadius, Jared was Chief of Staff, Worldwide Sales for Wolters Kluwer ELM Solutions.

Jared holds a Bachelor of Business Administration degree in Management Information Systems from Texas A&M University and also serves as President and Chairman of the Board for a non-profit youth sports club.

*Fig. 1.3 VP Digital Transformation*

Urvish Vashi
Chief Operating OfficerUrvish Vashi oversees global marketing, strategic planning, and investor relations at HighRadius. Urvish has more than 20 years of experience in marketing, product management, and financial management. He has been in numerous leadership positions in several high-growth software and technology companies throughout all phases of their growth – from start-ups to established players. Prior to joining HighRadius, he served as VP of Marketing at Paradigm, a global software company with operations in 30 countries. Before Paradigm, Urvish held senior leadership roles at Alert Logic, Symantec, and other software technology firms. Urvish holds a Bachelors’s in Computer Science from Rice University.

*Fig. 1.4 Chief Operating Officer*

Jeff Smith
Chief Marketing OfficerJeff has spent the last 25 years driving exceptional growth for data-driven SaaS businesses across a wide range of industries. Prior to joining HighRadius, Jeff served as a Senior Advisor at McKinsey and Company. In his last operating role as General Manager at LiveRamp, he drove the commercial growth that led to the company’s successful IPO. Jeff has also held leadership positions in large public companies such as Nielsen and Oracle, as well as with several high-growth private firms. His functional expertise spans all aspects of the go-to-market function, including strategy, sales, client services, marketing, business development, partnerships, and product. Jeff has built and led these functions in roles including GM, CRO, CMO, and CPO.

*Fig 1.5 Chief Marketing Officer*

Jeff earned his MBA, graduating with honors from the MIT Sloan School of Management, and has a BA in Business Economics from the University of California, Los Angeles.

A person wearing glasses

Description automatically generated with low confidenceBhanu is responsible for managing HighRadius’ India operations and for supervising the research & development and support functions as well as cloud operations. He brings over seventeen years of experience in software development, project management, operations, and building high-performance teams.

Bhanu received his Bachelor of Engineering from Visvesvaraya National Institute of Technology Nagpur, India.

*Fig. 1.6 Managing Director, India*

**Culture at Highradius**

**A picture containing logo

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There are few of us and we believe HighRadius is one of them.  We prefer to keep it real. Unlike the Pretenders, we want our core values to guide decisioning and show up in the way people think, feel and act on a daily basis. Instead of being a Fairytale Startup, we want our people to think of us as their work home away from home (not a theme park) and to feel that they are making a huge impact. Career growth and cool perks are the byproducts of running a successful business.  We have a reputation for speed and disruption. Our employees use their creativity and talent to invent new solutions, meet new demands, and offer the most effective services/products in the FinTech industry. We want our employees to be a part of our incredible journey, even if it’s a little bumpy along the way (we’ll call those growing pains).

**Organisation Chart**

A screenshot of a computer

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