

THE HOT 100

THE BEST PRIVATELY HELD SOFTWARE COMPANIES



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INTRODUCTION

Welcome to the 2024 edition of the Hot 100. In this report, we highlight the best privately held software companies as determined by the Software Equity Research team at Citizens JPM. Selection criteria include: financial profile, addressable market, product market fit, competitive differentiation, customer traction, and quality of leadership. This edition marks the twelfth time we have published this report.

We divide the report into seven sections:

- Copyright and Generative AI Outputs and Inputs
- Funds Raised by the Hot 100 Companies
- Exits by the Hot 100 Companies
- Revenue Ranges for the Hot 100 Companies
- Leading Venture Capital Firms Investing in the Hot 100 Companies
- Profiles: The body of this report consists of one-page profiles for each of our Hot 100 companies
- Index of the Hot 100 Companies by Venture Capital Firm

COPYRIGHT LAW AND GENERATIVE AI OUTPUTS AND INPUTS

We think it is important for investors to monitor the intersection and possible collision of generative AI and copyright law. This issue arises both with respect to the output of generative AI models and the inputs to those models. We discuss each below:

On the output side, we think the key issue for investors to focus on is ownership because the output from generative AI models is not protected by copyright under current U.S. law.

As a starting point, consider the photo on the cover of this report. The delightful fellow is named Naruto. Naruto is a Celebes crested macaque who unwittingly put himself in the middle of the battle for ownership of every piece of content created by generative AI. Naruto and his group lived, and may still live, on the island of Sulawesi (Celebes) in Indonesia. Beginning in 2008, they were visited by a wildlife photographer named David Slater. In 2011, when Naruto was 7 years old, he apparently took pictures of himself using Mr. Slater's camera equipment. In 2014, Mr. Slater published the "Monkey Selfies" in a book titled *Wildlife Personalities*. The caption for this photo in the book reads, "Sulawesi crested black macaque smiles at itself while pressing the shutter button on a camera." In 2015, People for the Ethical Treatment of Animals ("PETA") filed a complaint for copyright infringement against Slater on behalf of Naruto, alleging that Naruto was the author and owner of the "Monkey Selfies." The United States District Court for the Northern District of California dismissed the complaint and PETA appealed. In 2017, the United States Court of Appeals for the Ninth Circuit heard oral arguments. In 2018, the appeals court filed its opinion holding that Naruto lacked statutory standing because the Copyright Act does not expressly authorize animals to file copyright infringement suits. In other words, nobody owns the photos because there was no human author.

Angela Dunning, a partner at the global law firm Cooley LLP, in a webinar titled *AI Talks: Intellectual Property* on October 4, 2023 summarized the situation nicely, stating that "the U.S. Copyright Office has for some time maintained the position that to qualify as a work of authorship for copyright purposes, the work must be created by a human being... and the Copyright Office in the context of the current AI revolution has reinforced that determination holding that the term author, as used in the copyright act and the constitution, excludes non-humans, and thus AI."

The ownership of the output of generative AI continues to be addressed in legal cases and by the U.S. Copyright Office. A number of the relevant cases and studies are set forth in Figure 1.

FIGURE 1. Precedent Cases Related to the Output of Generative AI

PRECEDENT CASES RELATED TO THE OUTPUT OF GENERATIVE AI		
CASE NAME	DATE	DESCRIPTION/RULING
U.S. Copyright Office Notice of Inquiry	August 2023	Description: The U.S. Copyright Office is undertaking a study of the copyright law and policy issues raised by AI systems. The Office is seeking comments on these issues including both the inputs and legal status of AI-generated outputs.
Thaler v. Perlmutter	August 2023	Description: Thaler created and owned an AI image generator that he calls the <i>Creativity Machine</i> , and based his claims on an image output on the work-for-hire doctrine. Ruling: Artwork generated autonomously by AI alone is not entitled to protection under the Copyright Act. The court recognized a number of open questions that remain including "how much human input is necessary to qualify the user of an AI system as an 'author' of a generated work."
Rose Enigma (Kris Kashtanova)	March 2023	Description: Kashtanova drew an image on paper, scanned it into Stable Diffusion, and edited it with text prompts, before submitting the final creation titled <i>Rose Enigma</i> for copyright protection. Ruling: Pending
Zarya of the Dawn (Kris Kashtanova)	September 2022	Description: Kashtanova created an otherworldly graphic novel, using Midjourney to create many of the illustrations with text prompts. Ruling: Initial copyright protection was granted, but the U.S. Copyright Office initiated a secondary review after learning about Kashtanova's use of Midjourney. On February 21, 2023, the U.S. Copyright Office narrowed the copyright registration and concluded that "Ms. Kashtanova is the author of the Work's text as well as the selection, coordination, and arrangement of the Work's written and visual elements. That authorship is protected by copyright. However... the images in the Work that were generated by the Midjourney technology are not the product of human authorship," and therefore the original images are not protected under copyright law.
Naruto v. Slater	April 2018	Description: In 2011, Slater set up his camera on a tripod and the surrounding crested butte macaque monkeys took a variety of selfies by clicking the remote shutter trigger. In 2014, Slater published the monkey selfies in a book titled <i>Wildlife Personalities</i> . In 2015, PETA filed a complaint for copyright infringement on behalf of one monkey named Naruto, alleging that Naruto was the author and owner of his selfies. Ruling: In 2018, the United States Court of Appeals for the Ninth Circuit filed its opinion holding that Naruto lacked statutory standing because the Copyright Act does not expressly authorize animals to file copyright infringement suits. In other words, nobody owns the photos because there was no human author.
Burrow-Giles Lithographic Co v. Sarony	March 1884	Description: A photographer named Napoleon Sarony filed a copyright infringement suit against the Burrow-Giles Lithographic Company. Mr. Sarony accused the company of marketing unauthorized lithographs of a photo he had taken of Oscar Wilde. Burrow-Giles argued that a photograph was just a mechanical process, not a protected work of art, and could not embody the idea of the author. Ruling: The U.S. Supreme Court upheld the power of Congress to extend copyright protection to photography. Writing for the majority, Justice Samuel Freeman Miller pointed to the thoughtful choices of Sarony such as the lighting, expression, and accessories, stating that "from such disposition, arrangement, or representation, made entirely by plaintiff, he produced the picture in suit." The majority concluded that: "These findings, we think, show this photograph to be an original work of art, the product of plaintiff's intellectual invention, which was entitled to copyright protection."

Source: Citizens JPM Securities, LLC excerpted from legal filings

On the input side of generative AI, the key question for investors to focus on, in our view, is — Did the owner of the generative AI model infringe copyrights when it trained the model?

The most relevant case to follow is *The New York Times v. Microsoft, OpenAI et al.* In December 2023, the New York Times filed a complaint in the United States District Court for the Southern District of New York against OpenAI and Microsoft Corporation for copyright infringement. Key points of the 69-page complaint (excluding the voluminous exhibits) include:

- 1) The New York Times (“The Times”) alleges that Microsoft and OpenAI (the Defendants) *“have infringed and will continue to infringe The Times’s copyrights.”*
- 2) The Times asked the court for *“permanent injunctive relief restraining and enjoining the Defendant’s ongoing infringing conduct”* and for the destruction *“of all GPT or other LLM models and training sets that incorporate the Times Works.”*
- 3) The Times also seeks *“billions of dollars in statutory and actual damages”*, suggesting that *“the Defendants likely used millions of Times-owned works in full in order to train the GPT models,”* and explains that a Copyright Clearance Center (“CCC”) *“license to post a single Times article on a commercial website for up to a year costs several thousand dollars.”*
- 4) While The Times was not more specific on the magnitude of damages, as an example, we point out that using \$3,000 as an example of *“several”* and two million as an example of *“millions”* could suggest a whopping \$6B per year in damages.
- 5) In a January 8 blog post, OpenAI stated that it regards the lawsuit *“to be without merit,”* summing up its position in four points: a) it collaborates with news organizations and is creating new opportunities; b) training is fair use, but OpenAI provides an opt-out because *“it’s the right thing to do”*; c) regurgitation is a rare bug, but OpenAI is working to drive it to zero; d) that the New York Times is not telling the full story.

This case is just beginning and, unless it settles, the next thing to expect is the filing of an Answer to the complaint by Microsoft and OpenAI.

Figure 2 below highlights many of the events and copyright cases surrounding the input or training data of language models. We note that many of these cases have implications on the output side of generative AI as well, particularly as it pertains to substantial similarity of copyrighted training data and the output of text, image, or video models.

FIGURE 2. Cases Related to the Input of Language Models

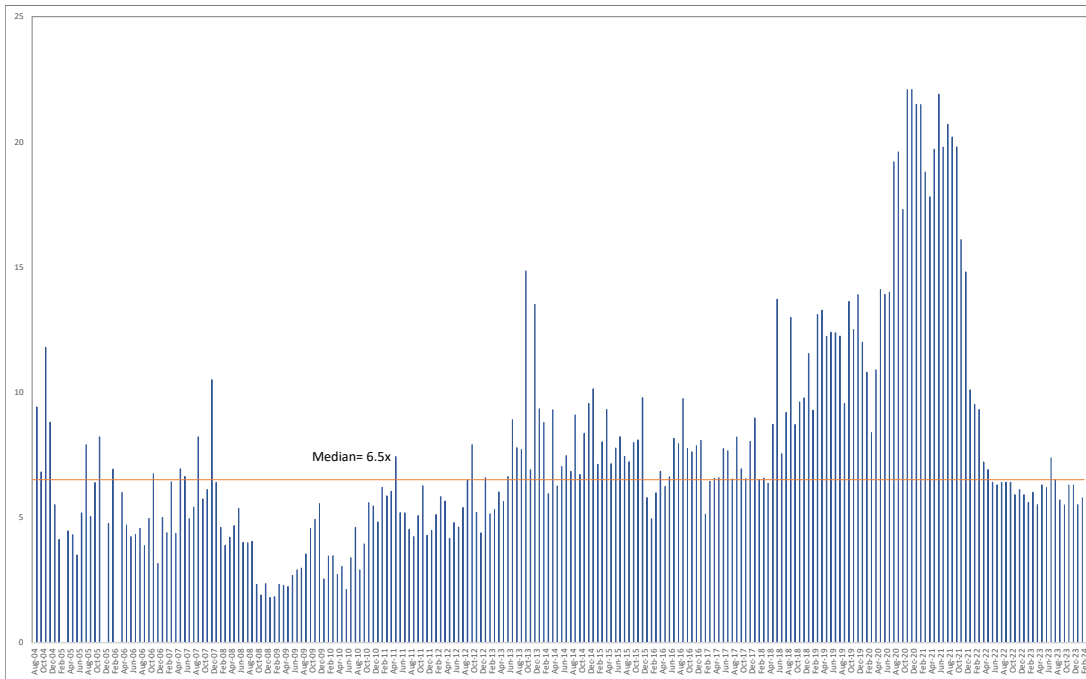
CASES RELATED TO THE INPUT OF LANGUAGE MODELS		
CASE NAME	DATE	DESCRIPTION
Reddit Licensing Agreement	February 2024	Bloomberg News reported that Reddit signed a contract allowing an unspecified AI company to train its models on the platform's content. The report alleged that Reddit "told prospective investors in its IPO that it has signed the deal, worth about \$60M on an annualized basis, earlier this year."
The New York Times v. OpenAI et al.	December 2023	The New York Times alleged that OpenAI infringed and "will continue to infringe The Times' copyrights." The Times asked the court for "permanenet injunctive relief restraining and enjoining the Defendant's ongoing infringing content" and for the destruction "of all GPT or other LLM models and training sets that incorporate the Times' works." The Times also seeks billions of dollars in statutory and actual damages. In a January 8 blog post, OpenAI stated that it regards the lawsuit "to be without merit" summing up its position in four points: a) that it collaborates with news organizations and is creating new opportunities; b) that training is fairuse, but OpenAI provides an opt-out because "it's the right thing to do"; c) that regurgitation is a rare bug but OpenAI is working to drive it to zero; and d) that the New York Times is not telling the full story.
The Authors Guild et al. v. OpenAI and Microsoft	September 2023	The Authors Guild alleged that OpenAI trained its large language models on a variety of Plaintiffs' copyrighted works "without permission or consideration." The Authors Guild argued that OpenAI could have trained LLMs on public domain material or paid a licensing fee, but "What Defendants could not do was evade the Copyright Act altogether to power their lucrative commercial endeavor, taking whatever datasets of relatively recent books they could get their hands on without authorization." OpenAI. The Guild's main concern is that OpenAI's LLMs allow anyone to generate texts that they would otherwise pay writers to create, and that the company's LLMs can "spit out derivative works: material that is based on, mimics, summarizes, or paraphrases Plaintiffs' works, and harms the market for them." In December, the Authors Guild added Microsoft as a defendant.
P.M. et al. v. OpenAI et al.	June 2023	Plaintiffs alleged that OpenAI trained many of its AI products on stolen private information, including personally identifiable information. Plaintiffs alleged various forms of webscraping without consent. In September 2023, the Plaintiffs dismissed the case without prejudice.
Young v. NeoCortex	April 2023	Kyland Young, a former contestant of the reality TV show <i>Big Brother</i> , alleged that NeoCortex, the creator of the app Reface, violated California's Right of Publicity statute which states that "any person who knowingly uses another's name, voice, signature, photograph, or likeness, in any manner ... for purposes of advertising or selling, or soliciting purchases of ... services, without such person's prior consent... shall be liable for any damages sustained by the person or persons injured as a result thereof." Young alleged that NeoCortex uses images and videos of individuals' physical bodies in roles for which they are famous and allows users to swap their face onto celebrities bodies. The court denied NeoCortex's Motion to Dismiss and Motion to Strike and found that "Young adequately pled that NeoCortex knowingly used his identity when it compiled his images with his name in the Reface application and made the images available for users to manipulate"
Getty Images v. Stability AI	February 2023	Getty Images alleged that Stability AI, the creator of the Stable Diffusion model, brazenly infringed on more than 12 million images from its collection, along with the associated captions and metadata, without permission or compensation, as "part of its efforts to build a competing business." Getty also alleged that Stability AI, "has removed or altered copyright management information, provided false copyright management information, and infringed Getty Images' famous trademarks." In December 2023, the Business and Property Courts of England and Wales court ruled that the lawsuit can move on to trial.
Andersen et al. v. Stability AI	January 2023	Plaintiffs alleged that Stability AI's Stable Diffusion model had been trained on their copyrighted works to produce output images in their artistic style. Plaintiffs also alleged that Midjourney and otheres infringed by using Stable Diffusion in their products. In October 2023, U.S. District Judge of the Northern District of California William Orrick dismissed parts of the suit, but granted leave to amend as to all other claims. Judge Orrick noted in his ruling that derivative work claims must prove substantial similarity to the copyrighted content and dismissed without prejudice all claims related to unfair competition and the right of publicity. The amended lawsuit, filed in November 2023, adds seven new artists, and Runway AI as a new defendant.

Source: Citizens JMP Securities, LLC excerpted from legal filings

CLOUD VALUATIONS

Figure 3 below outlines the median EV/current year revenue multiple for companies in our software universe that employ a cloud model from 2004 to today. The median cloud company in our coverage universe is trading at 5.8x current-year revenue, down from the high of 22.1x set in December 2020, while the median is 6.5x over the last 20 years.

FIGURE 3. Median EV/Current Year Revenue Multiple for Cloud Peer Group¹



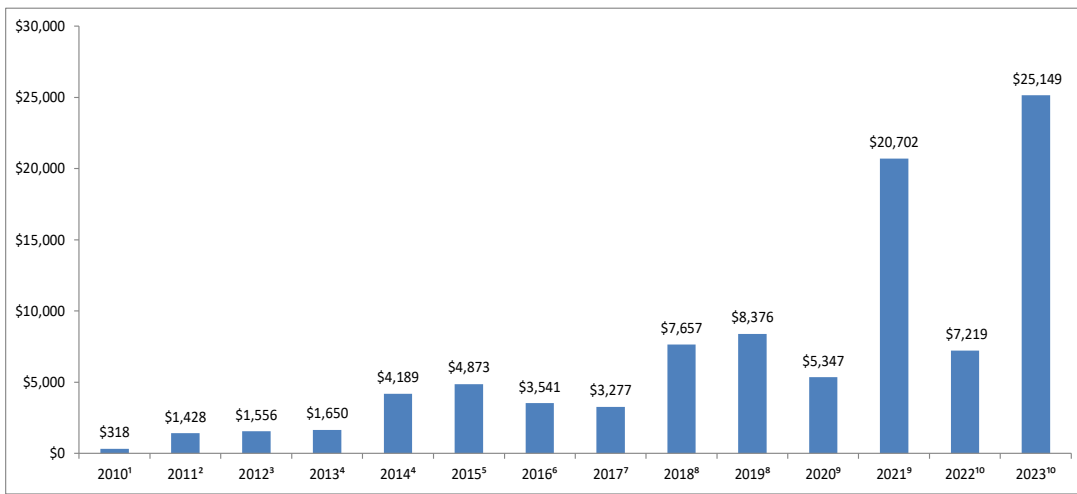
Source: Citizens JMP Securities, LLC, Thomson Reuters, and Company filings

¹ – Based on the multiples derived from JMP Securities LLC published research reports. Current year EV/ revenue estimates of the company's in our software universe with cloud models. Beginning in January 2020, we use current year revenue estimates from Thomson Reuters

FUNDS RAISED BY THE HOT 100 COMPANIES

Private fundraising by our Hot 100 companies decreased significantly from 2021 to 2022, but skyrocketed to an all-time high in 2023, led by large corporate and venture investments in foundation AI models and the corresponding infrastructure. As shown in Figure 4, this year’s Hot 100 cohort raised \$25.1B in private funding in 2023, up ~248% from the same cohort’s \$7.2B in private funding in 2022. The \$7.2B raised by this cohort in 2022 was down ~65% from the \$20.7B raised by 2021 cohort in 2020. This compares to \$5.3B raised by the 2020 cohort in 2019 and \$8.4B raised by the 2019 cohort in 2018.

FIGURE 4. Private Funding by Hot 100 Cohorts by Year (\$M)

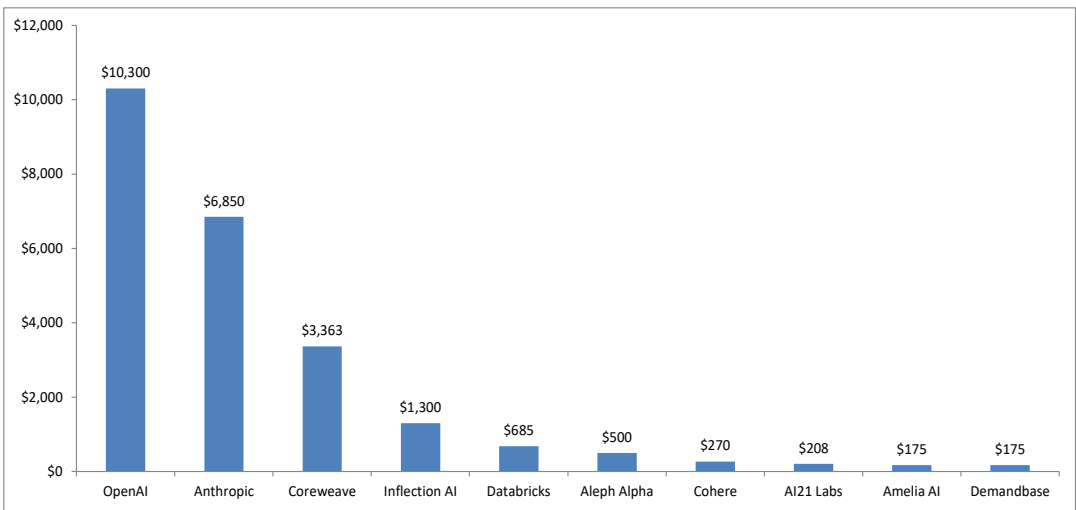


¹ By the 2010 Cohort, Hot 100 edition published December 2010
² By the 2012 Cohort, Hot 100 edition published May 2012
³ By the 2013 Cohort, Hot 100 edition published May 2013
⁴ By the 2014 Cohort, Hot 100 edition published July 2014
⁵ By the 2015 Cohort, Hot 100 edition published September 2015
⁶ By the 2017 Cohort, Hot 100 edition published February 2017
⁷ By the 2018 Cohort, Hot 100 edition published July 2018
⁸ By the 2020 Cohort, Hot 100 edition published February 2020
⁹ By the 2022 Cohort, Hot 100 edition published February 2022
¹⁰ By the 2024 Cohort, Hot 100 edition published February 2024.

Source: Citizens JMP Securities, LLC, Crunchbase, and Company press releases

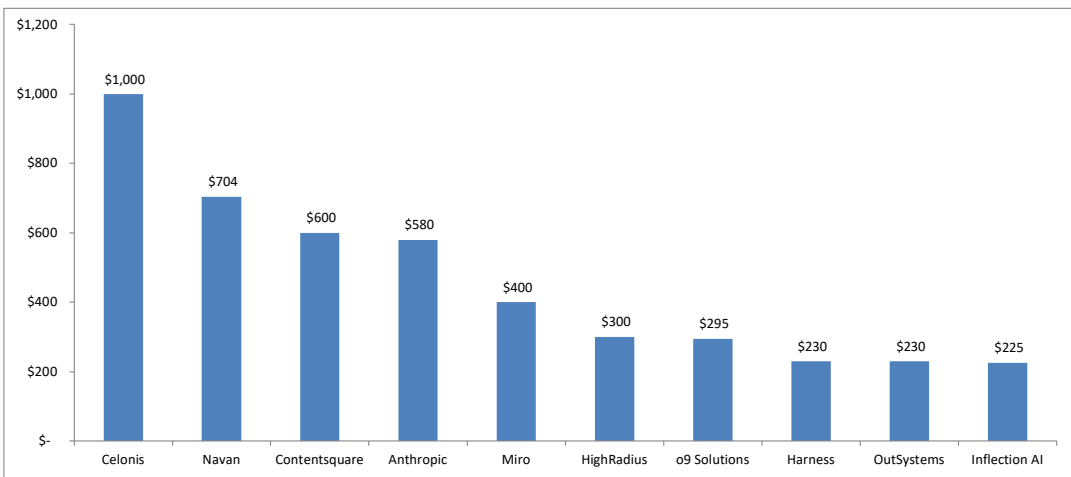
This year's Hot 100 companies continued to raise very large amounts of private capital. Figures 5 and 6 below show the 10 companies from this year's Hot 100 cohort that raised the most in 2023 and 2022, respectively, according to Crunchbase and company press releases. The Hot 100 companies raising the most money in 2023 were OpenAI with \$10.3B in January and April 2023, Anthropic with \$6.9B in February, May, August, September, and October 2023, and CoreWeave with \$3.4B in April, May, August, and December 2023, which includes a \$2.3B debt facility. The Hot 100 companies raising the most money in 2022 were Celonis with \$1.0B in August 2022, Navan with \$704M in October and December 2022, and Contentsquare with \$600M in July 2022.

FIGURE 5. Largest (Private) Amounts Raised by the Hot 100 in 2023 (\$M)



Source: Citizens JPM Securities, LLC, Crunchbase, and Company Press Releases

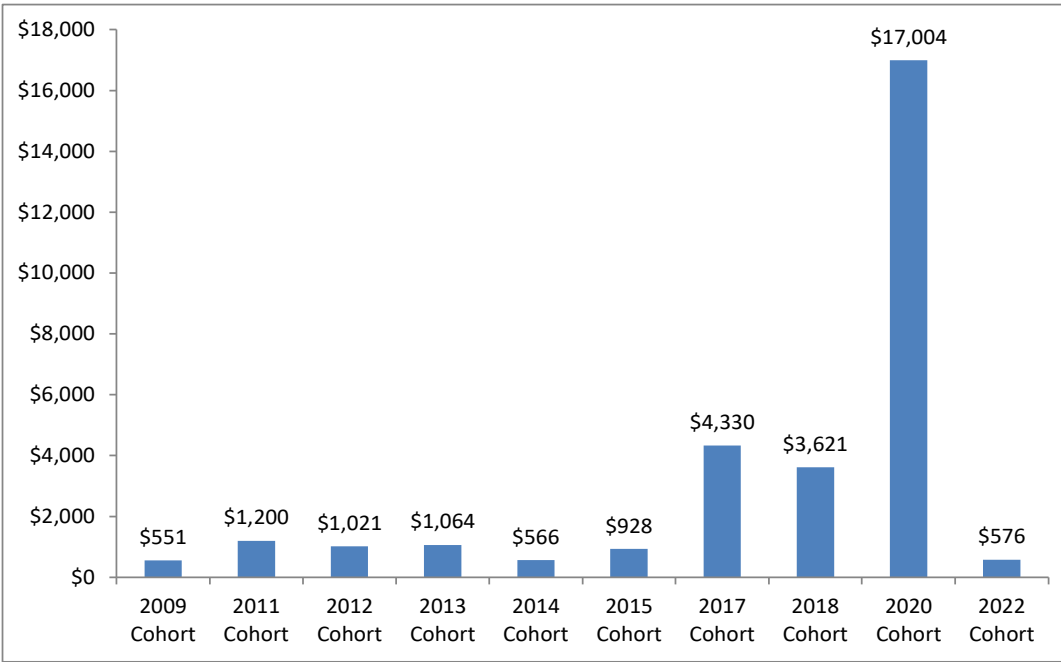
FIGURE 6. Largest (Private) Amounts Raised by the Hot 100 in 2022 (\$M)



Source: Citizens JPM Securities, LLC, Crunchbase, and Company Press Releases

High interest rates and market volatility resulted in depressed IPO activity in late 2022 and throughout 2023. Figure 7 outlines the total funds raised by Hot 100 cohorts via initial public offerings. As shown, Klayvio was the only company to go public from the 2022 cohort, raising \$576M, down significantly from \$17.0B raised by the 2020 cohort.

FIGURE 7. Total Funds Raised by Hot 100 Cohorts in Initial Public Offerings (\$M)



Source: Citizens JMP Securities, LLC and Company Filings

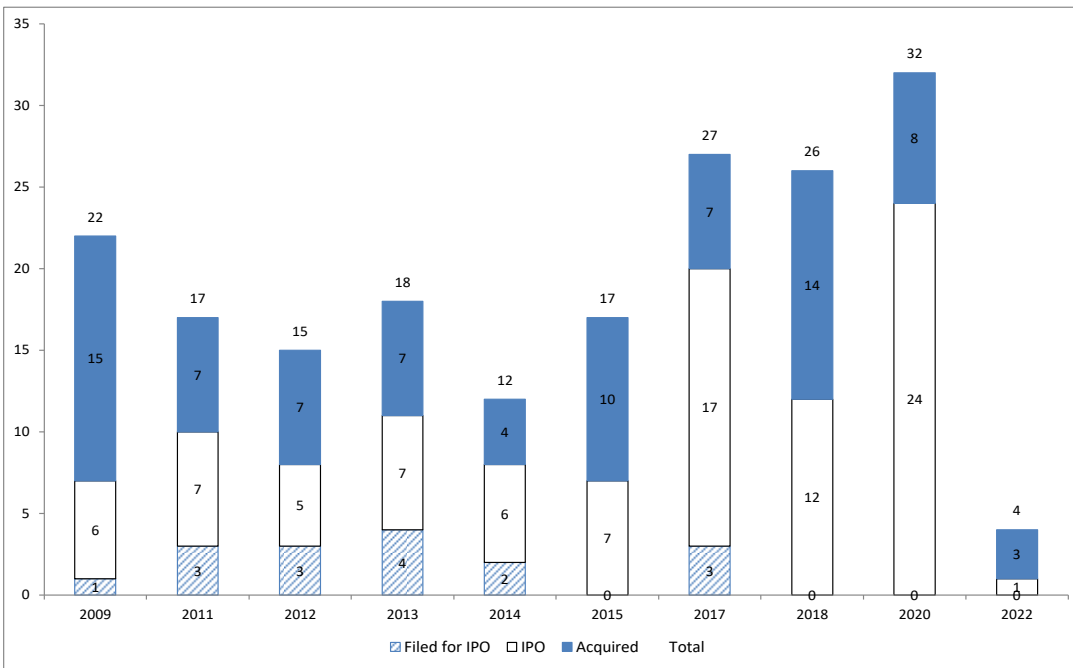
EXITS

As shown in Figure 8, there have been 4 company exits from the 2022 Hot 100, down from 32 exits for the 2020 Hot 100. More specifically, these companies have: 1) completed an IPO or 2) been acquired.

Only one company has completed an IPO from the 2022 cohort: Klayvio.

Three companies have been acquired, including: 1) OpsRamp (by Hewlett Packard in May '23); and 2) Salesloft (by Vista in January '22); 3) Spiff (announced by Salesforce in December '23, pending close).

FIGURE 8. Frequency of Exits by Hot 100 Cohorts by Year



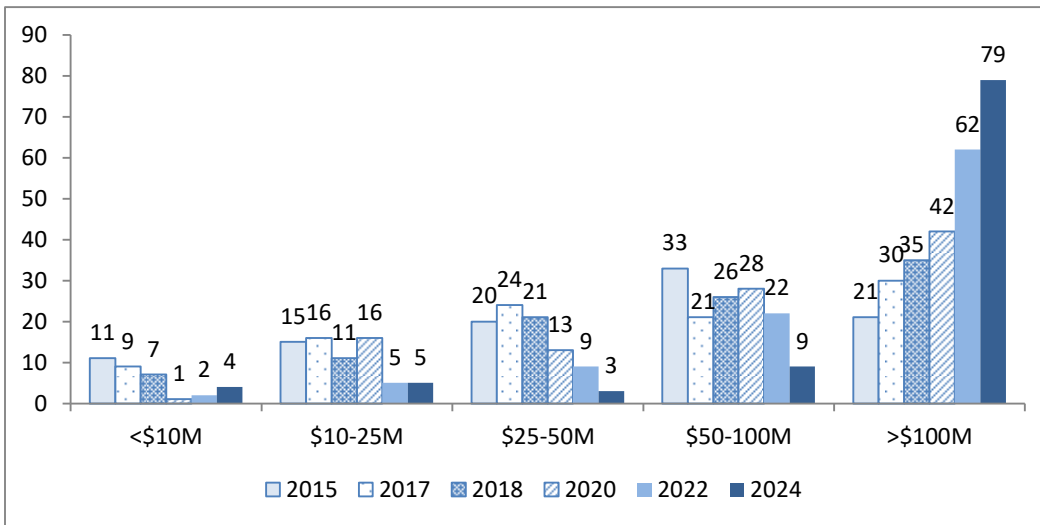
Source: Citizens JMP Securities, LLC and Company reports

REVENUE RANGES FOR THE HOT 100 COMPANIES

As in past years, we include our estimate of the revenue range for each Hot 100 company. The Hot 100 companies are becoming larger as high-profile software companies continue to scale as private companies.

As shown in Figure 9, we include 4 companies with estimated revenue below \$10M (versus 2 in 2022, 1 in 2020, and 7 in 2018), 5 companies with estimated revenue of \$10-\$25M (versus 5 in 2022, 16 in 2020, and 11 in 2018), 3 companies with revenue of \$25-\$50M (versus 9 in 2022, 13 in 2020, and 21 in 2018), 9 companies with estimated revenue of \$50-\$100M (versus 22 in 2022, 28 in 2020, and 26 in 2018), and 79 companies estimated to have over \$100M in revenue (versus 62 in 2022, 42 in 2020, and 35 in 2018). The 79 companies in this year's Hot 100 with \$100M+ in estimated revenue are all strong IPO candidates, in our opinion.

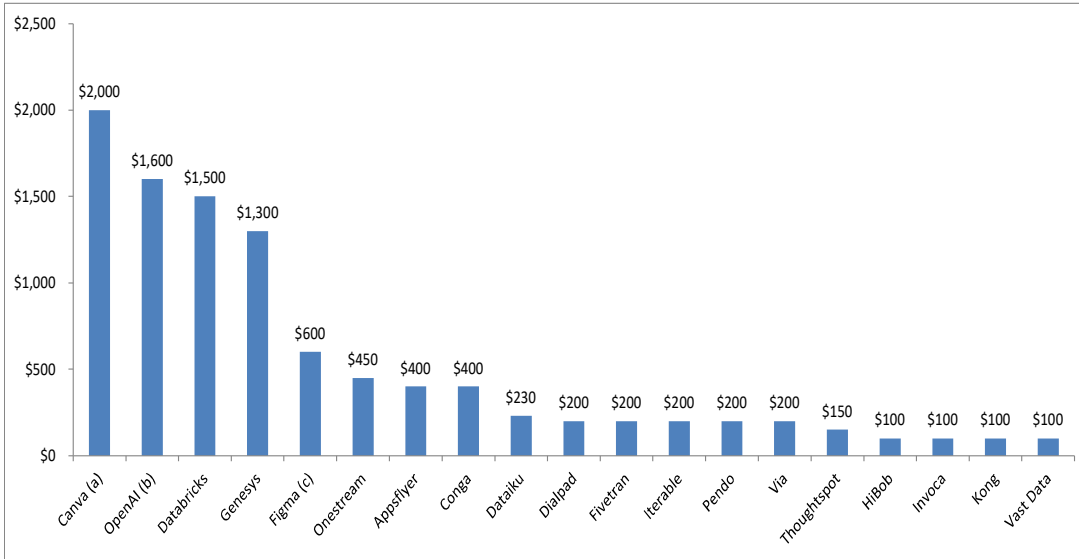
FIGURE 9. Frequency of Revenue Range by Cohort by Year



Source: Citizens JMP Securities, LLC and Company reports

Figure 10 below shows the eighteen Hot 100 companies that have reported ARR or revenue in a 2023 press release. In certain cases, we included ARR or revenue numbers that were reported publicly by Bloomberg and Reuters to make this chart more valuable. As shown, the largest publicly disclosed revenues come from Canva (over \$2B annualized revenue), Databricks (crossed \$1.5B revenue run rate as of July 31, 2023) and Genesys (nearly \$1.3B ARR as of Oct 31, 2023).

FIGURE 10. Revenues Disclosed in Press Releases (2023)



(a) This figure did not come from a company press release. It was reported by Bloomberg on 1/20/2024; <https://www.bloomberg.com/news/articles/2024-01-21/canva-holders-are-said-to-near-expanded-1-5-billion-share-sale>
 (b) This figure did not come from a company press release. It was reported by Reuters on 12/30/2023; <https://www.reuters.com/technology/openai-annualized-revenue-tops-16-billion-information-2023-12-30/>
 (c) This figure did not come from a company press release. It was reported by Reuters on 12/18/2023; <https://www.reuters.com/technology/adobe-figma-terminate-20-bln-deal-2023-12-18/>

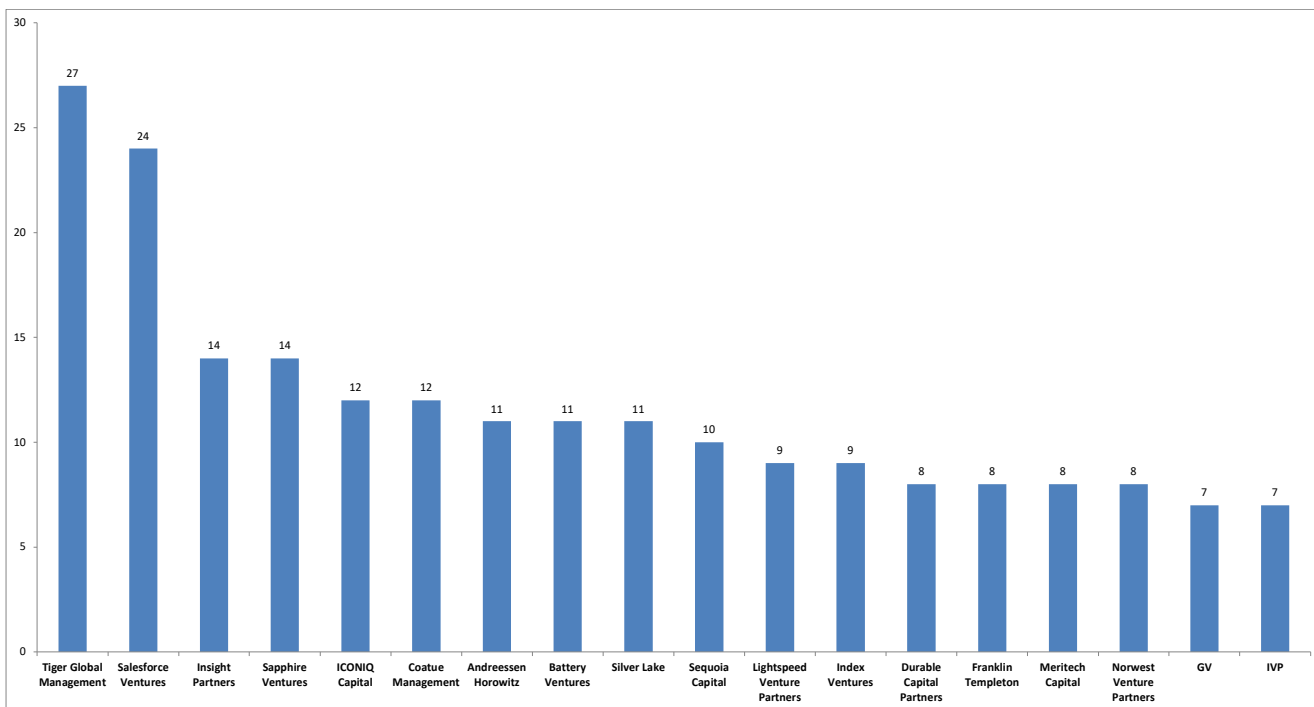
Source: Company Press Releases, Citizens JMP Securities, LLC

LEADING VC FIRMS INVESTING IN THE HOT 100 COMPANIES

The section called “Company Index – By Venture Capital Firm” at the end of this report lists over 200 firms that have invested in Hot 100 companies. The leaders this year are Tiger Global with 27, Salesforce Ventures with 24, Insight Partners with 14, and Sapphire Ventures with 14. The top backers of the 2022 Hot 100 company cohort were the same three firms: Tiger Global with 24, Salesforce Ventures with 19, and Insight Partners with 14.

As shown in Figure 11, the firms with the greatest representation this year include: Tiger Global Management, Salesforce Ventures, Insight Partners, Sapphire Ventures, ICONIQ Capital, Coatue Management, Andreessen Horowitz, Battery Ventures, Silver Lake, Sequoia Capital, Lightspeed Venture Partners, Index Ventures, Durable Capital Partners, Franklin Templeton, Meritech Capital, Norwest Venture Partners, GV, and IVP.

FIGURE 11. Firms with the Most Hot 100 Companies in Their Portfolios

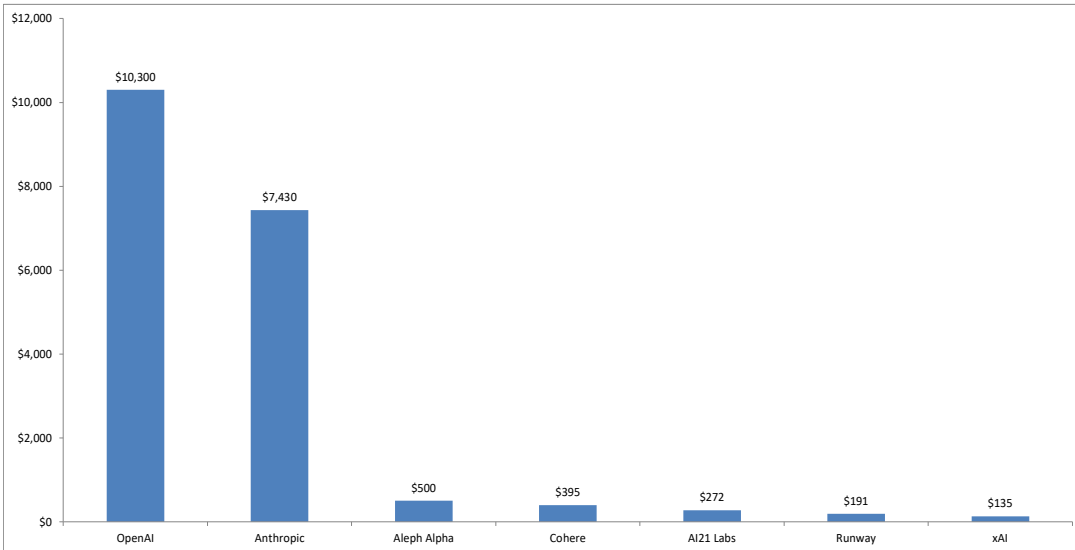


Source: Company Websites, Company press releases, and Crunchbase

FOUNDATION LANGUAGE MODEL COMPANIES IN THE HOT 100

Foundation model companies attracted large amounts of private capital in both 2022 and 2023. The biggest beneficiaries of the rise in large language models so far have been infrastructure layer companies, including the entire value chain related to compute, such as semiconductor manufacturers and cloud providers. In 2024, we will get more clarity on which corporations, industries, and customers will benefit most from the new tailored solutions built on LLMs, both open and closed source. Figure 12 below shows the total funding in 2022 and 2023 for foundation language model companies, led largely by OpenAI and Anthropic.

FIGURE 12. Funding of Foundation Language Model Companies in 2022 & 2023 (Combined)



Source: Citizens JMP Securities, LLC

HOT 100 COMPANY PROFILES

6sense

Location:

450 Mission St., Suite 201
San Francisco, CA 94105

Website: <https://6sense.com>

Phone: 415.212.9225

Founded: 2013

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.7

Open Positions: 42

U.S.: 20

International: 22

Sales: 17

Other: 25

Competition:

Clearbit

Demandbase

RollWorks

Terminus

Key Officers:

Jason Zintak – CEO

Viral Bajaria – Co-Founder & CTO

Rob Goldenberg – CFO

Mark Ebert – SVP of Global Sales

Key Board Members:

Brian Ascher – Partner, Venrock

Jeff Lieberman – Managing Director, Insight Partners

Jonathan Rosenbaum – Managing Director, Insight Partners

Teddie Wardi – Managing Director, Insight Partners

Key Investors:

D1 Capital Partners

Insight Partners

Sapphire Ventures

Tiger Global Management

Most Recent Funding: \$200M Series E, Jan '22

Valuation At Last Round (\$B): 5.2

Company Description: 6sense provides an Account Engagement Platform that helps revenue teams identify and close more opportunities. The platform uncovers anonymous buying behavior, prioritizes accounts for sales and marketing, and helps enable personalized, multi-channel, multi-touch campaigns to reach more buyers. Customers include Agile Frameworks, Dell, Mediafly, Showpad, and Thomson Reuters. Since its founding, the company has raised ~\$526M in funding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Aera Technology

Location:

707 California Street
Mountain View, CA 94041

Website www.aeratechnology.com

Phone: 408.524.2222

Founded: 2017

JMP Revenue Estimate (\$M): 25-50

Glassdoor Rating: 3.5

Open Positions: 15

U.S.: 3
International: 12
Sales: 3
Other: 12

Competition:

Alteryx
C3 AI
Dataiku
Palantir

Key Officers:

Frederic Laluyaux – President & CEO
Shariq Mansoor – Founder & CTO
Gonzalo Benedit – CRO
Bernard Huger – CFO

Key Board Members:

John Fisher – Partner, DFJ Growth
Tim Connor – Partner, NewView Capital
Joseph Fuller – Professor of Management Practice, HBS

Key Investors:

DFJ Growth
Georgian Partners
New Enterprise Associates
NewView Capital
Silver Lake

Most Recent Funding: \$80M Series C, Jun '19

Valuation At Last Round (\$B): 0.33

Company Description: Aera Technology is a company that provides cloud-based supply chain solutions. The Aera Cognitive Operating System, a cloud platform for Cognitive Automation, became generally available in 2020. By applying data crawling, machine learning, and industry models, Aera’s operating system makes real-time recommendations and predicts outcomes to assist organizations in areas, such as inventory, optimization, and order management. Key customers include Merck, Reckitt Benckiser, and Unilever. The company has raised ~\$174M in funding since its founding.



AERA DECISION CLOUD™ COMPANY RESOURCES COMMUNITY EVENTS

SCHEDULE DEMO

Hello, I'm Aera.

The Platform for Decision Intelligence.

Aera understands how your business works, makes real-time recommendations, takes action autonomously, and learns from every decision made.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

AI21 Labs

Location:

124 Ibn Gabirol Street, Floor 16
Tel Aviv-Jaffa, Israel 6203854

Website www.ai21.com

Founded: 2017

JMP Revenue Estimate (\$M): 50-100

Glassdoor Rating: 5.0

Open Positions: 8

U.S.: 0

International: 8

Sales: 0

Other: 8

Competition:

Anthropic

Cohere

Google (DeepMind)

Grammarly

OpenAI

Key Officers:

Ori Goshen – Co-Founder & Co-CEO

Yoav Shoham – Co-Founder & Co-CEO

Nellie Stockhammer – CFO

Barak Lenz – CTO

Key Board Members:

Amnon Shashua – Founder & CEO, Mobileye

Tomhas Nides, Former U.S. Ambassador to Israel

Key Investors:

Coatue Management

Comcast Ventures

Google

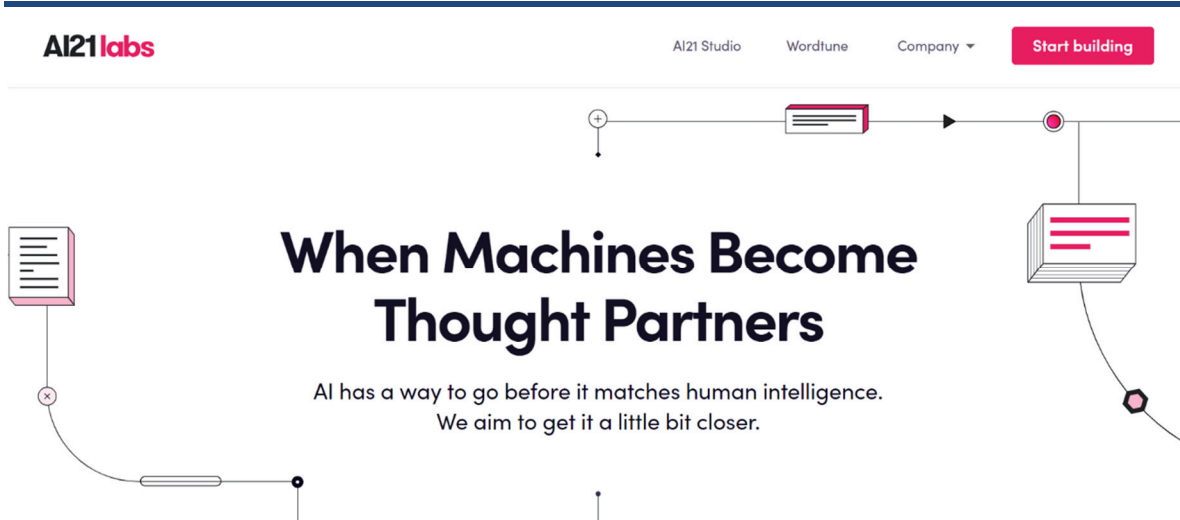
Intel Capital

Nvidia

Most Recent Funding: \$208M Series C Nov '23

Valuation At Last Round (\$B): 1.4 (Aug '23)

Company Description: AI21 Labs is an Israeli company focused on building language models that understand meaning. In October 2020, the company released its first product, an AI writing assistant named Wordtune. In August 2021, the company launched AI21 Studio, which currently provides API access to the company's Jurassic-2 (released March 2023) and Task-Specific language models. AI21 Labs also recently launched Wordtune Spices, a model with internet access that enhances text/writing while citing its sources. The company has raised ~\$327M in funding since its founding.



AI21 labs AI21 Studio Wordtune Company [Start building](#)

When Machines Become Thought Partners

AI has a way to go before it matches human intelligence.
We aim to get it a little bit closer.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Airtable

Location:

799 Market St, 8th Floor
San Francisco, CA 94103

Website: www.airtable.com

Phone: 415.200.2040

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.8

Open Positions: 24

U.S.: 21

International: 3

Sales: 6

Other: 18

Competition:

Asana
ClickUp
Monday.com
Smartsheet

Key Officers:

Howie Liu – Co-Founder & CEO
Andrew Ofstad – Co-Founder
Ambereen Toubassy – CFO

Key Board Members:

Max Gazor – General Partner, CRV
George Hu – Ex-COO, Twilio

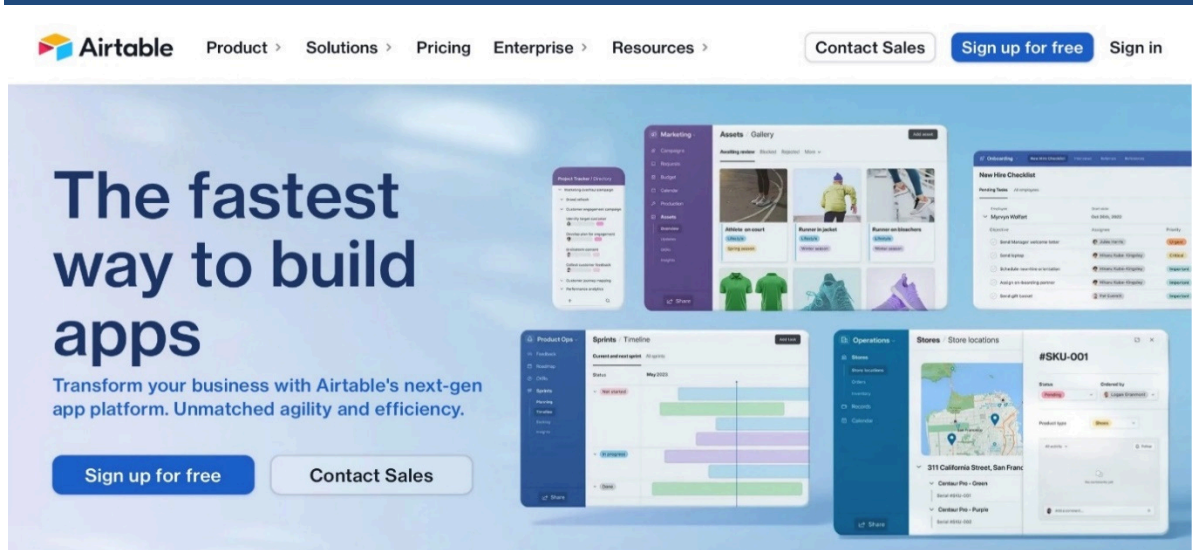
Key Investors:

Benchmark
Coatue Management
Franklin Templeton
ICONIQ Capital
Salesforce Ventures
Silver Lake
XN

Most Recent Funding: \$735M Series F, Dec '21

Valuation At Last Round (\$B): 11

Company Description: Airtable is a cloud-based collaboration SaaS company. The company's low-code platform, which combines a user-friendly database with productivity tools catered to enterprises, can be used to build collaborative apps. The platform gives organizations the ability to edit, comment, and collaborate with teammates in real time. Its native mobile and desktop apps sync changes across everyone's devices. There are over 300K companies using Airtable, including Autodesk, BuzzFeed, Cole Haan, Expedia, Netflix, and Shopify. The company has raised ~\$1.3B in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Alation

Location:

3 Lagoon Dr Ste 300
Redwood City, CA 94065

Website: www.alation.com

Phone: 650.779.4440

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.5

Open Positions: 30

U.S.: 9

International: 21

Sales: 6

Other: 24

Competition:

Atlan

Collibra

Key Officers:

Satyen Sangani – CEO

Jill Woodworth – CFO

Junaid Saiyed – CTO

David Chao – CMO

Key Board Members:

Greg Sands – Founder, Costanoa Ventures

Anders Ranum – Partner, Sapphire Ventures

Preeti Rathi – General Partner, Icon Ventures

Key Investors:

Costanoa Ventures

Databricks Ventures

Dell Technologies Capital

Salesforce Ventures

Sanabil Investments

Sapphire Ventures

Thoma Bravo

Most Recent Funding: \$123M Series E, Nov '22

Valuation At Last Round (\$B): 1.8

Company Description: Alation is a B2B enterprise software company that helps organizations identify, understand, and manage their data assets. Alation combines machine learning and human curation to aid enterprises in organizing their secure information. Through Alation's software platform, users can collaborate with others, create spreadsheets, and access data that is reputable and reliable. Alation's data intelligence platform is used across industries, by companies such as Nasdaq, Samsung, DraftKings, Crocs, and Salesforce. The company has raised ~\$340M in total funding.



Products ▾ Solutions ▾ Customer Stories Learn ▾ Company ▾

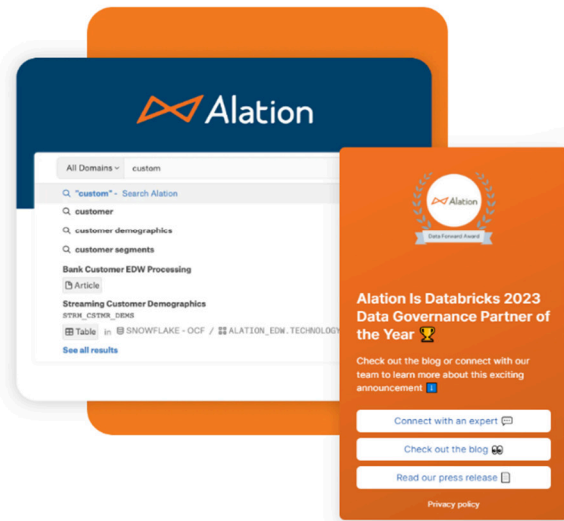
Get a Demo

Build a Data Culture.

Empower everyone in your organization to find, understand, and trust data.

Take a tour

Join a weekly demo



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Aleph Alpha

Location:

Grenzhöfer Weg 36, 69123
Heidelberg, Germany

Website: www.aleph-alpha.com

Founded: 2019

JMP Revenue Estimate (\$M): 50-100

Glassdoor Rating: N/A

Open Positions:

U.S.: 0
International: 19
Sales: 0
Other: 19

Competition:

Anthropic
Cohere
Google (DeepMind)
Microsoft
OpenAI

Key Officers:

Jonas Andrulis – Founder & CEO
Rainer Schwarz – CFO

Key Board Members:

Steven Jacobs, Partner & CPO, Lakestar
Dr. Andre Retterath, Partner, Earlybird Venture Capital
Deepa Gautam-Nigge, VP Corp Dev, SAP

Key Investors:

Bosch Ventures
Earlybird Venture Capital
Hewlett Packard
Innovation Park Artificial Intelligence
Lakestar
SAP
Schwarz Group

Most Recent Funding: \$500M Series B, Nov '23

Valuation At Last Round (\$B): N/A

Company Description: Aleph Alpha is building foundational language models for enterprises and governments, with a key focus on data privacy and customizability. The company's models and solutions are designed to "operate within the confines of your jurisdiction." Aleph Alpha's main series of models are dubbed "Luminous." Aleph Alpha has raised ~\$643M in total funding since its founding.



ALEPH ALPHA

EN | DE



Sovereignty in the AI era

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Algolia

Location:

301 Howard Street, 3rd Floor
San Francisco, CA 94105

Website: www.algolia.com

Phone: 415.366.9672

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.0

Open Positions: 20

U.S.: 9

International: 11

Sales: 11

Other: 9

Competition:

Bloomreach

Coveo

Elastic

Google

Lucidworks

Key Officers:

Bernadette Nixon – CEO

Julien Lemoine – Co-Founder

Carlton H. Baab – CFO

Michelle Adams – CRO

Key Board Members:

Mark Burton – Former CEO, Infobright

Nicolas Dessaigne – Group Partner, Y Combinator

Philippe Botteri – Partner, Accel

Key Investors:

Accel

Fidelity Management

Lone Pine Capital

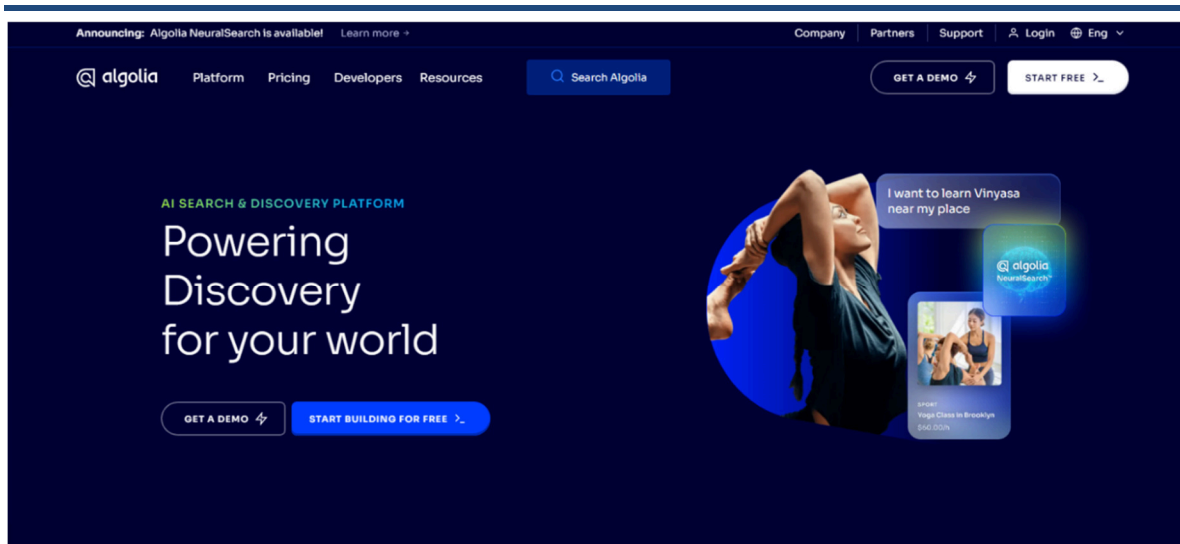
Salesforce Ventures

Steadfast Capital Ventures

Most Recent Funding: \$150M Series D, July '21

Valuation At Last Round (\$B): 2.25

Company Description: Algolia is a search-as-a-service company whose suite of products delivers fast and relevant search results while also providing valuable data for enterprises. The company's APIs let customers quickly implement search within websites and mobile applications. The company has over 17,000 customers, including Atlassian, Lacoste, Politico, Slack, Staples, Stripe, Twitch, and Under Armour. The company has raised ~\$334M in total funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Amelia

Location:

17 State St., 14th Floor
New York City, NY 10004

Website: www.amelia.ai

Phone: 212.708.5500

Founded: 1998

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: N/A

Open Positions: 19

U.S.: 3

International: 16

Sales: 2

Other: 17

Key Officers:

Chetan Dube – Founder & CEO

Thomas Wilkinson – CFO

Lanham Napier – President

Brandon Nott – CPO

Key Board Members:

Lanham Napier – CEO, BuildGroup

Key Investors:

BuildGroup

Monroe Capital

Most Recent Funding: 175M PE Round, Mar '23

Valuation At Last Round (\$B): N/A

Competition:

AWS

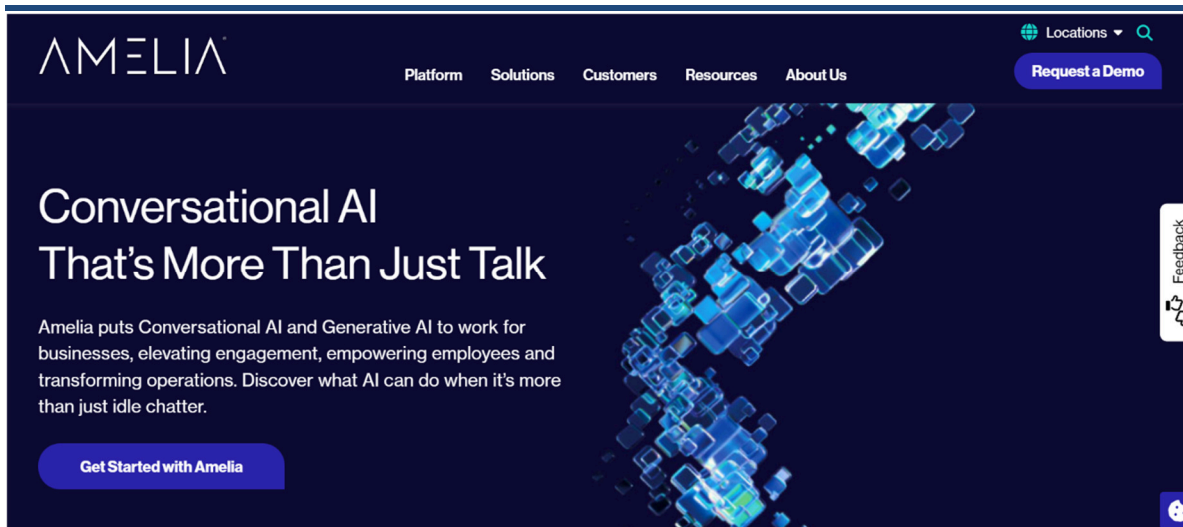
Cognigy

IBM

Kore.ai

Sprinklr

Company Description: Amelia is an enterprise and conversational AI company. Amelia’s digital agents enhance customer experiences through natural language understanding, multi-intent recognition, and integration capabilities. The company also offers AIOps for customers to enhance IT and back-office automation and integration. The company has raised ~\$175M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn

Anthropic

Location: 548 Market Street
San Francisco, CA 94104

Website: www.anthropic.com
Phone: N/A

Founded: 2021
JMP Revenue Estimate (\$M): >100
Glassdoor Rating: N/A

Open Positions: 62
Sales: 8
Other: 54

Competition:
AI21 Labs
Cohere
Open AI

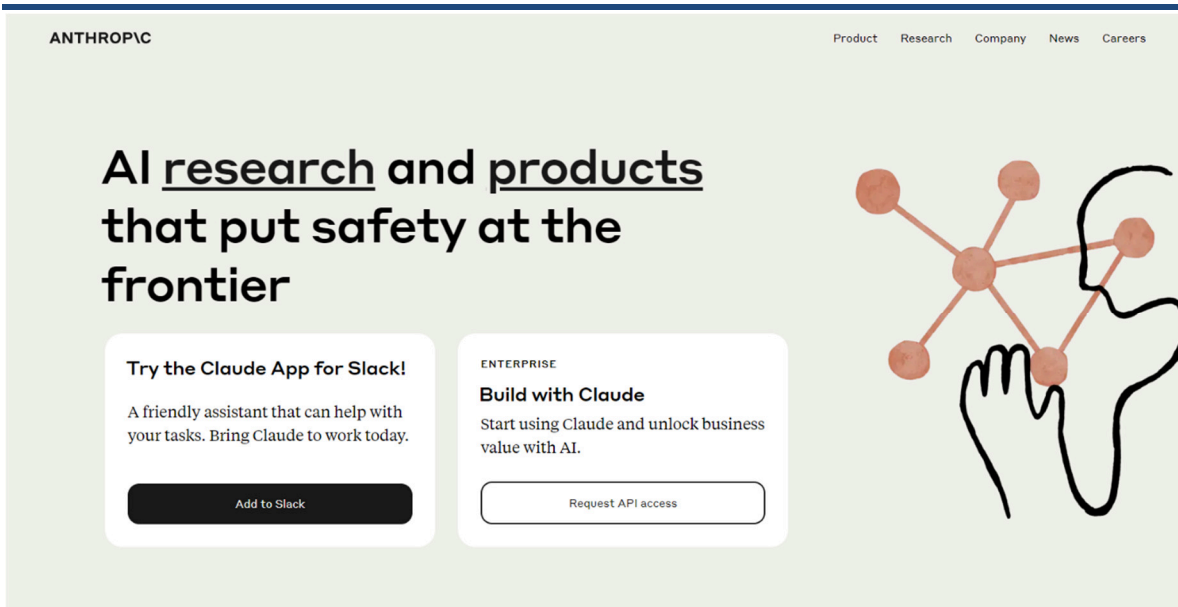
Key Officers:
Dario Amodei – Founder & CEO
Daniela Amodei – President & Co-Founder
Jack Clark – Co-Founder
Sam McCandlish – Co-Founder

Key Board Members:
Yasmin Razavi – General Partner, Spark Capital

Key Investors:
Amazon
Google
Menlo Ventures
Salesforce Ventures
Spark Capital

Most Recent Funding: \$2B Corporate Round, Oct '23 (\$4B Corporate Round, Sept '25)
Valuation At Last Round (\$B): N/A

Company Description: Anthropic is an AI safety and research company that focuses on developing general AI systems and large language models. In July 2023, the company debuted its new AI chatbot called Claude 2. This generative AI system is able to summarize up to 75,000 words and create large data sets for its users. Anthropic is currently partnered with Quora, Zoom, Notion, and Slack. Since its founding, the company has raised ~\$1.5B in funding.



The screenshot shows the Anthropic website homepage. At the top left is the 'ANTHROPIC' logo, and at the top right are navigation links for 'Product', 'Research', 'Company', 'News', and 'Careers'. The main heading reads 'AI research and products that put safety at the frontier'. Below this, there are two call-to-action boxes: 'Try the Claude App for Slack!' with an 'Add to Slack' button, and 'Build with Claude' (Enterprise) with a 'Request API access' button. To the right of these boxes is a graphic of a hand interacting with a neural network diagram.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

AppDirect

Location:

447 Sutter Street, Ste 405
San Francisco, CA 94108

Website: www.appdirect.com

Phone: 415.852.3919

Founded: 2009

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.1

Open Positions: 30

U.S.: 4

International: 26

Sales: 2

Other: 28

Competition:

CloudBlue

Marketplacer

Sitecore

Key Officers:

Nicolas Desmarais – Chairman & CEO

Andy Sen – CTO

Emanuel Bertolin – CRO

Renee Bergeron – COO

Key Board Members:

Ajay Gopal Royan – Founder & General Partner, Mithril Capital Management

Chris Arsenault – Partner, Inovia Capital

Key Investors:

Caisse de Depot et Placement du Québec

Foundry Group

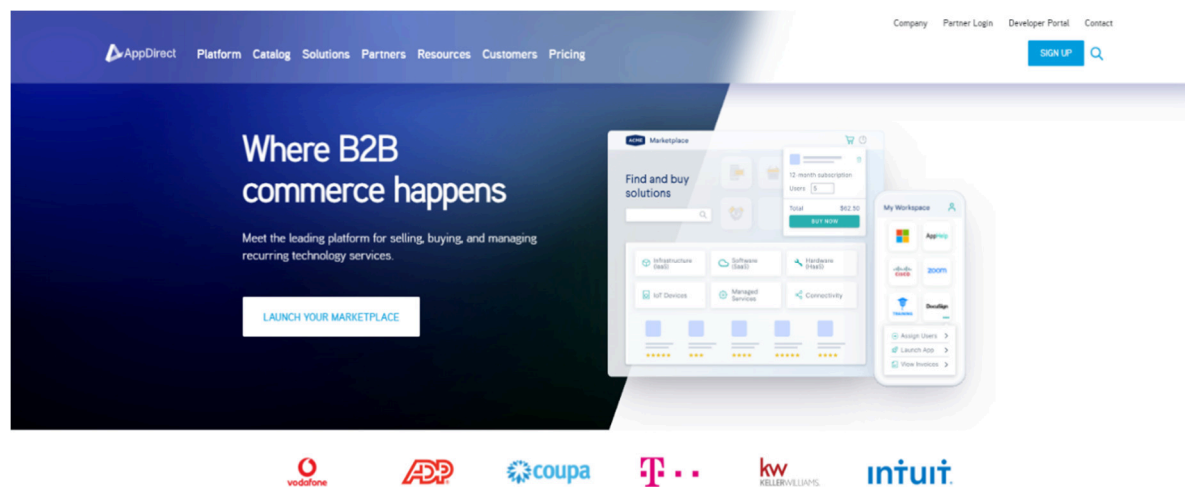
Investissement Quebec

JP Morgan

Most Recent Funding: \$100M Debt Financing, Jan '24 (\$185M Series G, Sept '20)

Valuation At Last Round (\$B): N/A

Company Description: AppDirect provides customers with a B2B cloud-native subscription commerce platform. It aims to simplify the process of building a recurring revenue business model and allow customers to sell products via any channel on any device. AppDirect is trusted by brands such as Microsoft, Google, T Mobile, Comcast, Deutsche Telekom, and ADP. The company has raised ~\$645M since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn

AppsFlyer

Location:

100 1st Street, Floor 25
San Francisco, CA 94105

Website: www.appsflyer.com

Phone: 415.636.9430

Founded: 2011

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.4

Open Positions: 42

U.S.: 1

International: 41

Sales: 10

Other: 32

Competition:

Airbridge

ContentSquare

Kochava

Rockerbox

Key Officers:

Oren Kaniel – Co-Founder & CEO

Reshef Mann – Co-Founder & CTO

Moshe Grimberg – CFO

Eran Lefler – COO

Key Board Members:

Alex Crisses – Managing Director, General Atlantic

Anton Levy – General Atlantic

Boaz Dinte – Qumra Capital

Davor Hebel – Eight Roads

Isaac Hillel – Pitango Venture

Key Investors:

General Atlantic

Goldman Sachs

Qumra Capital

T Mobile Capital Partners

Most Recent Funding: Undisclosed Venture Round, Nov '20
(\$210M Series D, Jan '20)

Valuation At Last Round (\$B): 2

Company Description: AppsFlyer is a SaaS mobile marketing analytics and attribution platform. It helps companies measure the success of their business while maintaining customer privacy. Through an array of tools such as AppsFlyer's measurement suite, its CX and deep linking suite, and its fraud solutions, companies can engage in audience segmentation, buyer journey mapping, and attribution modeling. AppsFlyer works with more than 80,000 companies such as Coca Cola, KFC, Nike, Ebay, and Visa. Since its founding, the company has raised over \$300M in funding.



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Solutions ▾

Why AppsFlyer ▾

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Company ▾

English ▾

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data-driven Make good choices

Give your team visibility into campaign performance, scale app installs, and maximize customer LTV with a new standard of privacy-enhancing measurement and deep linking solutions.

Regain iOS visibility

Get a full view of performance with a SKAN solution that provides accurate, granular measurement while keeping you compliant and your customers' data private

Take a tour

Kickstart app growth

Land your first installs and boost app marketing ROI backed by powerful attribution and deep links and intuitive reporting and analytics

Take a tour

Scale UA campaigns

Achieve industry-leading ROAS and LTV with the deepest toolset on the market, full-funnel, cross-device measurement, and thousands of integrations

Take a tour

Maximize user LTV

Increase conversions and revenue with personalized journeys that'll keep users coming back for more, from any device to your app

Take a tour

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, and Gartner

Attentive

Location:

221 River St., Suite 9047
Hoboken, NJ 07030

Website: www.attentive.com

Phone: 610.308.6468

Founded: 2016

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.0

Open Positions: 59

U.S.: 51
International: 8
Sales: 13
Other: 46

Competition:

Braze
Insider
MoEngage

Key Officers:

Amit Jhavar – CEO
Brandon Simins – CFO
Todd Berman – CTO
Brian Malkerson – CRO

Key Board Members:

Scott Friend – Partner, Bain Capital Ventures
Lucas Swisher – Partner, Coatue Management
Pat Grady – Partner, Sequoia Capital

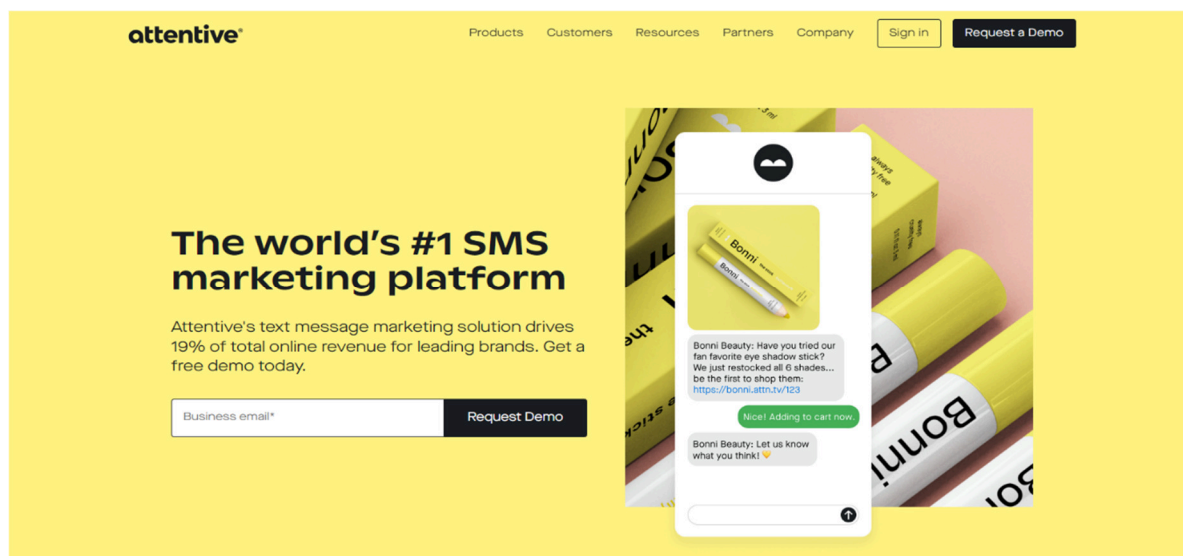
Key Investors:

Bain Capital Ventures
Coatue Management
D1 Capital Partners
Sapphire Ventures
Sequoia Capital
Tiger Global Management

Most Recent Funding: \$470M Series E, Mar '21

Valuation At Last Round (\$B): 7

Company Description: Attentive is a conversational commerce and personalized mobile messaging platform that helps retail & e-commerce, food, beverage, restaurant, entertainment, and media brands connect with consumers. Annually, Attentive customers send over 10B text messages to their subscribers. The company has over 4,000 customers, including CB2, Lulus, Michael's, Steve Madden, and Urban Outfitters. Since its founding, the company has raised over \$920M in funding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Automatic

Location:

60 29th Street, #343
San Francisco, CA 94110

Website: <https://automatic.com>

Phone: 877.273.3049

Founded: 2005

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.2

Open Positions: 12

U.S.: NA (Remote First)

International: NA (Remote First)

Sales: 2

Other: 10

Competition:

Adobe

Contentful

Progress

Wix

Key Officers:

Matt Mullenweg – Founder & CEO

Mark Davies – CFO

Jeff McWilliams – Chief Accounting Officer

Key Board Members:

Phil Black – Co-Founder, True Ventures

Matt Mullenweg – Founder & CEO, Automatic

Sue Decker – Founder & CEO, Rafr

Key Investors:

ICONIQ Capital

Insight Partners

Salesforce Ventures

Tiger Global Management

Most Recent Funding: \$288M Feb '21

Valuation At Last Round (\$B): 7.5

Company Description: Automatic is a developer of open-source software that strives to “*make the web a better place*” by providing tools for creators to make websites and blogs. The company also offers premium services, including products for content management, site creation, and e-commerce. Automatic’s business units include Akismet, Cloudup, Crowdsignal, Day One, Gravatar, Jetpack, Longreads, Pocket Casts, Simplenote, Tumblr, VaultPress, WooCommerce, and WordPress.com. The company has raised over \$860M in funding since its founding.

AUTOMATIC

1. Home 2. About Us 3. News 4. Work With Us

*We are passionate about making
the web a better place.*

WordPress.com

Your blog or website
Has a (free!) home on the web.
Your story, your way.

WooCommerce

Selling online? Woo!
Hang your digital shingle
With this free plugin.

Pocket Casts

Built by podcasters
For your listening pleasure
Discover new shows.

Simplenote

Synchronization.
Now your notes are everywhere,
On every device.

Tumblr

Where your interests
connect you to your people
one post at a time.

Jetpack

Safety, growth, and speed.
The first and the best plugin
your WordPress site needs.

Akismet

Did someone say spam?
Akismet filters it out.
Nothing to see here.

Happy Tools

Distributed teams
are happier with our tools.
Less friction, more time!

Day One

Your thoughts become words
Captured private, eternal
All your days distilled.

WP VIP

Agile CMS
for Facebook, Salesforce, and Slack
Content drives their growth.

Longreads

Great storytelling.
Long enough to dig into.
Find it and share it.

Gravatar

Global avatar –
“Gravatar,” get it? One pic
For all your profiles.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn, Crunchbase

BrowserStack

Location:

444 De Haro St.
San Francisco, CA 94107

Website: <https://browserstack.com>

Phone: 415.800.7491

Founded: 2011

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.0

Open Positions: 15

U.S.: 0

International: 15

Sales: 4

Other: 11

Competition:

Lambda Test

Opkey

Tricentis

Key Officers:

Ritesh Arora – Co-Founder & CEO

Vikash Sureka – CFO

Nakul Aggarwal – Co-Founder & CTO

Sunil Jose – EVP, Global Sales

Key Board Members:

David Faugno – Venture Partner, Accel

Marc Boroditsky – President of Revenue, Cloudflare

Key Investors:

Accel

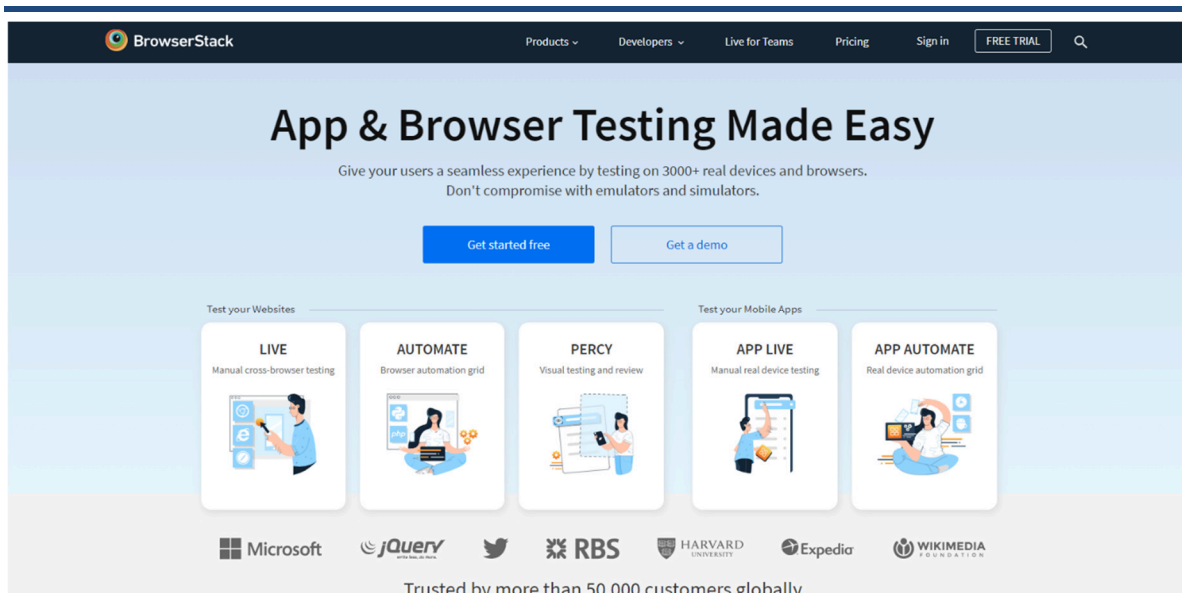
BOND

Insight Partners

Most Recent Funding: \$200M Series B, June '21

Valuation At Last Round (\$B): 4

Company Description: BrowserStack is a cloud web and mobile testing platform that allows users to test their websites and applications across 3000+ browsers and mobile devices. Its technology aids users in developing quality and bug-free software at speed. It is currently trusted by more than 50,000+ customers worldwide including TESCO, NVIDIA, Shell, Discovery, and Wells Fargo. Browser stack receives over 60 million tests per month and has raised ~\$250M since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Canva

Location:

110 Kippax St.
Surry Hills NSW 2010, Australia

Website: www.canva.com

Phone: 855.228.9195

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.3

Open Positions: 232

U.S.: 32

International: 200

Sales: 10

Other: 222

Competition:

Adobe

Figma

Key Officers:

Melanie Perkins – Co-Founder & CEO

Cliff Obrecht – Co-Founder & COO

Damien Singh – CFO

Cameron Adams – Co-Founder & CPO

Key Board Members:

Wesley Chan – Co-Founder & Partner, FPV Ventures Keval

Jean Sini – General Partner, Partech

Key Investors:

Blackbird Ventures

ICONIQ Capital

Sequoia Capital China

T. Rowe Price

Most Recent Funding: \$200M Venture Round, Sept '21

Valuation At Last Round (\$B): 40

Company Description: Canva is a graphic design software company that helps users design presentations, social media graphics, and more with various layouts, images, photo filters, icons, shapes, and fonts. The platform combines a drag-and-drop design tool with a stock library of photographs, illustrations, and imagery. Canva is used by over 10,000 companies, including American Airlines, Marriott International, PayPal, Salesforce, and Zoom. Canva has raised over \$570M in funding since its founding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

Carta

Location:

333 Bush Street, Suite 2300
San Francisco, CA 94104

Website: www.carta.com

Phone: 650.669.8381

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.8

Open Positions: 39

U.S.: 26

International: 13

Sales: 10

Other: 29

Competition:

Capshare

Certent

OptionTrax

Shareworks

Key Officers:

Henry Ward – Founder & CEO

Charly Kevers – CFO

Jeff Perry – CRO

Key Board Members:

Henry Ward – Founder & CEO, Carta

Alex Kurland – General Partner, Meritech Capital Partners

Arjun Sethi – Co-Founder & Partner, Tribe Capital

Matt Murphy – Managing Director, Menlo Ventures

Key Investors:

Andreessen Horowitz

Lightspeed Venture Partners

Menlo Ventures

Meritech Capital Partners

Silver Lake

Tiger Global Management

Tribe Capital

Most Recent Funding: \$500M Series G, Aug '21

Valuation At Last Round (\$B): 7.4

Company Description: Carta is a global ownership management platform that provides equity ownership management and compliance software. The company helps organizations and investors with cap table management, 409A valuations, scenario modeling, fund accounting, and more. Carta has over 20,000 companies and more than 800,000 employee stakeholders utilizing its platform, including Axios, ClassPass, Intercom, Rothy's, Samsara, and Tilray. The company has raised ~\$1.2B in funding since its founding.



One platform, unlimited potential

Carta's platform of software and services lays the groundwork so you can focus on building the future.



Name	Rounds	Shares	Ownership
Fred	CS PS WAR	360	10%
Kelly	CS PS WAR	720	20%
Valter	CS PS WAR	1,080	30%
Terri	CS PS WAR	1,440	40%

Source: Citizens JMP Securities, LLC estimates, Company website, LinkedIn, Glassdoor, Crunchbase

Celonis

Location:

One World Trade Center, 87th Floor
New York, NY 10007

Website: www.celonis.com

Phone: 917.781.4876

Founded: 2011

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.8

Open Positions: 187

U.S.: 21

International: 166

Sales: 15

Other: 172

Competition:

IBM

SAP Signavio

UiPath

Key Officers:

Alexander Rinke – Co-Founder & Co-CEO

Bastian Nominacher – Co-Founder & Co-CEO

Martin Klenk – Co-Founder & CTO

Carsten Thoma – President

Chris Donato – President of Global Sales

Key Board Members:

Laurel Bowden – Partner, 83North

Harry Nelis – Partner, Accel Partners

Alex Ott – Founder, CrossContinentalVentures

Alexander Rinke – Co-Founder & Co-CEO, Celonis

Key Investors:

83North

Qatar Investment Authority

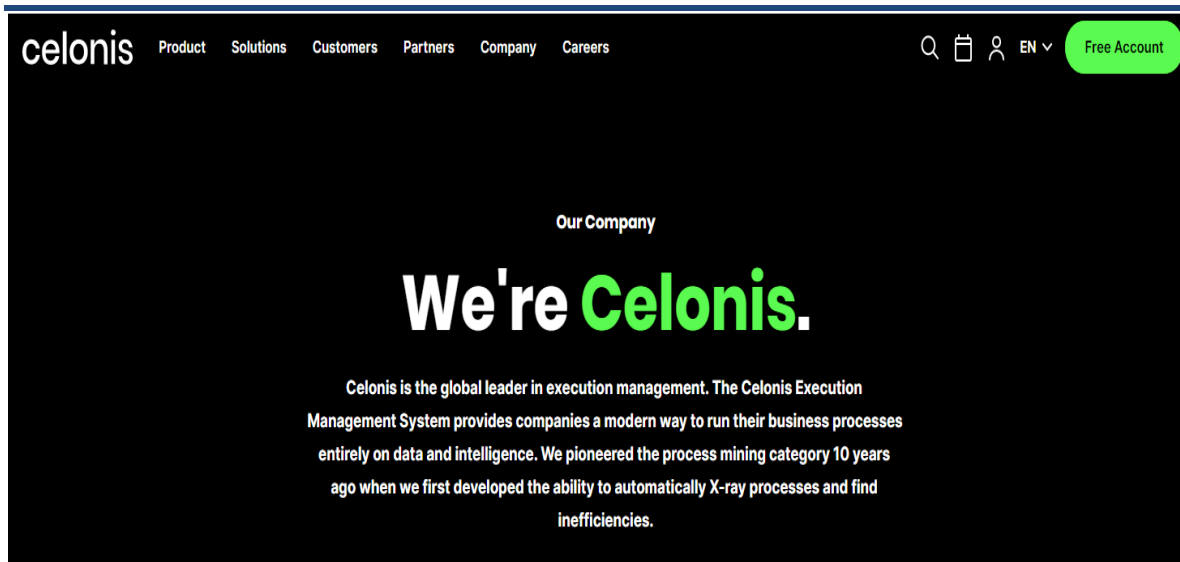
Silver Lake

T. Rowe Price

Most Recent Funding: \$1B Series D Aug '22

Valuation At Last Round (\$B): 13 (as of Aug '22)

Company Description: Celonis is a data processing company that sells software as a service. The Celonis Execution Management System acts as a layer on top of organizations' underlying business systems and to remove inefficiencies and streamline operations. It leverages the Celonis process mining core to draw data from underlying systems and identify and measure capacity barriers. Customers include Dell, Engie, L'Oréal, Lufthansa, Vodafone, Schlumberger, Siemens, T-Mobile, and Uber. The company has raised more than \$2B in funding since its founding.



celonis Product Solutions Customers Partners Company Careers

Free Account

Our Company

We're Celonis.

Celonis is the global leader in execution management. The Celonis Execution Management System provides companies a modern way to run their business processes entirely on data and intelligence. We pioneered the process mining category 10 years ago when we first developed the ability to automatically X-ray processes and find inefficiencies.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

Checkr

Location:

1 Montgomery Street, Suite 2400
San Francisco, CA 94104

Website: www.checkr.com

Phone: 844.824.3257

Founded: 2014

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.4

Open Positions: 60

U.S.: 58

International: 2

Sales: 9

Other: 51

Competition:

Goodhire

HireRight

Intellicorp

Sterling

Key Officers:

Daniel Yanisse – Co-Founder & CEO

Naeem Ishaq – CFO

Carrie Bosworth – SVP, Sales

Key Board Members:

Daniel Yanisse – Co-Founder & CEO, Checkr

Rich Wong – General Partner, Accel Partners

Marcus Ryu – Partner, Battery Ventures

Ingrid Lestiyono – SVP & GM of Operate Solutions, Unity

Key Investors:

Accel

Coatue Management

Durable Capital Partners

Google Ventures

T. Rowe Price

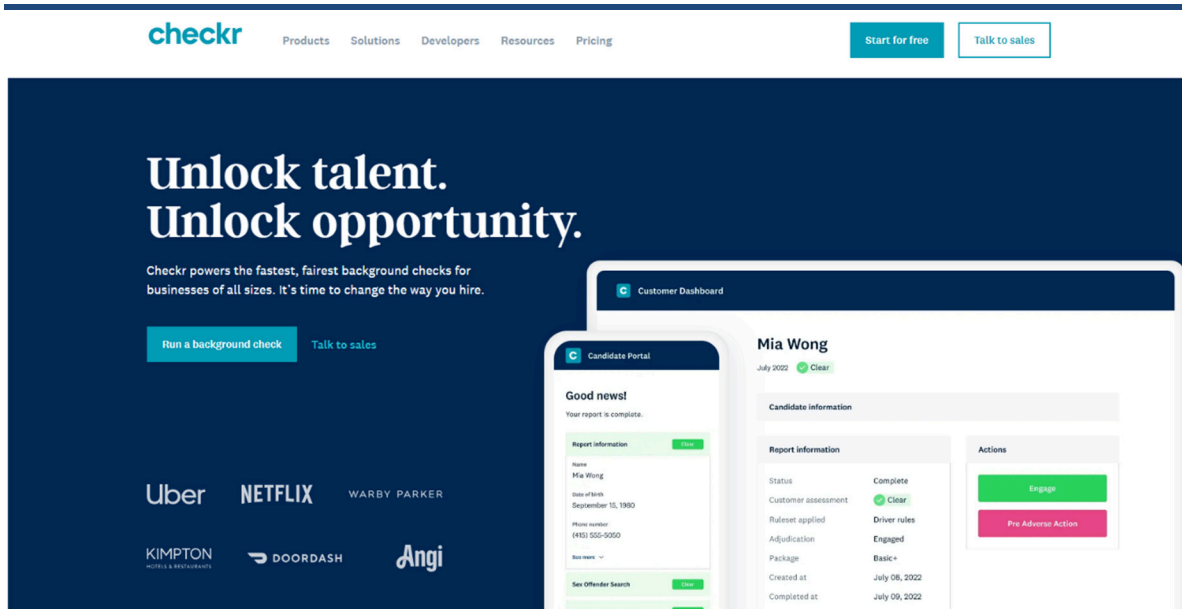
Y Combinator

Most Recent Funding: \$120M Series E-1 Apr '22, \$250M

Series E Sept '21

Valuation At Last Round (\$B): 4.6 (as of Sept '21)

Company Description: Checkr provides modern and compliant background checks for global enterprises and startups. Its technology returns automatically generated background checks and helps companies accelerate the hiring process. Checkr’s goal is to help customers expand their candidate pools and make hiring more efficient and inclusive. The company has over 15,000 customers, including Angi, Lyft, Instacart, Papa John’s, and Netflix. Checkr has raised \$679M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

CircleCI

Location:

201 Spear Street, Suite 1200
San Francisco, CA 94105

Website: <https://circleci.com>

Phone: 800.585.7075

Founded: 2011

JMP Revenue Estimate (\$M): 50-100

Glassdoor Rating: 4.2

Open Positions: 5

U.S.: 4

International: 1

Sales: 1

Other: 4

Competition:

CloudBees

GitLab

Harness

Jenkins

Microsoft

Key Officers:

Jim Rose – CEO

Chitra Balasubramanian – CFO

Rob Zuber – CTO

Key Board Members:

Andy Vitus – Partner, Scale Venture Partners

Cack Wilhelm – Partner, IVP

Stacey Epstein – CMO Freshworks

Jim Rose – CEO, CircleCI

Rob Zuber – CTO, CircleCI

Key Investors:

Eleven Prime

IVP

Sapphire Ventures

Scale Venture Partners

Most Recent Funding: \$100M Series F May '21

Valuation At Last Round (\$B): \$1.7B (as of May '21)

Company Description: CircleCI is a continuous integration and continuous delivery (CI/CD) platform that helps teams build and deliver software at scale. The platform automates the development process with continuous integration in the cloud or in the customer's own infrastructure. The company's platform helps teams achieve faster builds, shorter feedback cycles, and simplified pipeline maintenance. Customers include Automattic, Coinbase, Doximity, GoPro, Instacart, Kickstarter, and Udemy. The company has raised ~\$315M in funding since its founding.

circleci Product Pricing Developers Resources Support Company Q Contact Us Log In Sign Up

The CI/CD platform built for modern engineering teams

Drive productivity, protect your business, and get to success faster.

Start Building for Free Watch a Demo

- 70% faster on average than competitors
- 664% ROI (Forrester)
- 50% lower infrastructure cost (Forrester)

Google airbnb okta asana PELOTON

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn, Crunchbase

ClickUp

Location:

350 Tenth Ave., 5th Floor
San Diego, CA 92101

Website: <https://clickup.com>

Phone: 888.625.4258

Founded: 2017

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.7

Open Positions: 46

U.S.: 15

International: 31

Sales: 3

Other: 43

Competition:

Atlassian

Asana

Monday.com

Notion

Smartsheet

Key Officers:

Zeb Evans – Co-Founder & CEO

Dan Zhang – CFO

Tommy Wang – Head of Global Revenue

Key Board Members:

David Sacks – Co-Founder, Craft Ventures

Key Investors:

Andreessen Horowitz

Craft Ventures

Georgian Partners

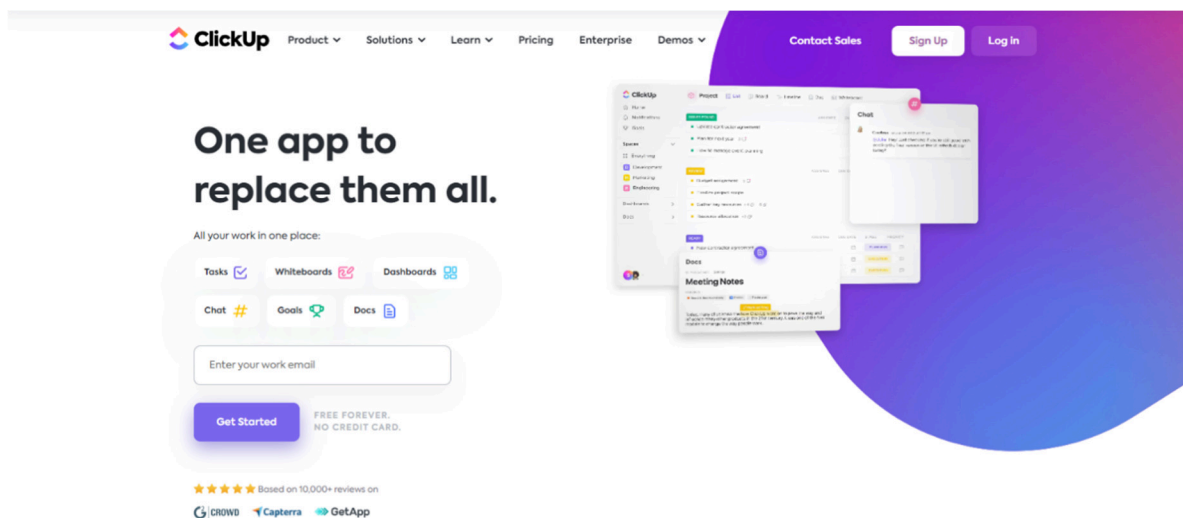
Lightspeed Venture Partners

Tiger Global Management

Most Recent Funding: \$400M Series C Oct '21

Valuation At Last Round (\$B): 4.1 (as of Oct '21)

Company Description: ClickUp is an all-in-one customizable workplace productivity platform that is designed to service all departments across an organization. In addition to task management, ClickUp offers docs, reminders, goals, calendars, and an inbox. ClickUp is being used by over 800,000 teams, with customers including Booking.com, Google, McDonald's, and Netflix. Since its founding, the company has raised ~\$535M in funding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Cohere

Location:

171 John St., 2nd Floor
Toronto, Ontario, M5T 1X3

Website: <https://cohere.com>

Founded: 2019

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.0

Open Positions: 47

U.S.: 15
International: 32
Sales: 6
Other: 41

Competition:

AI21 Labs
Anthropic
OpenAI
Google

Key Officers:

Aidan Gomez – Co-Founder, CEO
Martin Kon – President, COO
Laura Moss – Director of Finance
Meini Heuberger – VP, Revenue

Key Board Members:

Nick Frosst – Co-Founder, Cohere
Mike Volpi – Partner, Index Ventures
Jordan Jacobs – Co-Founder, Radical Ventures

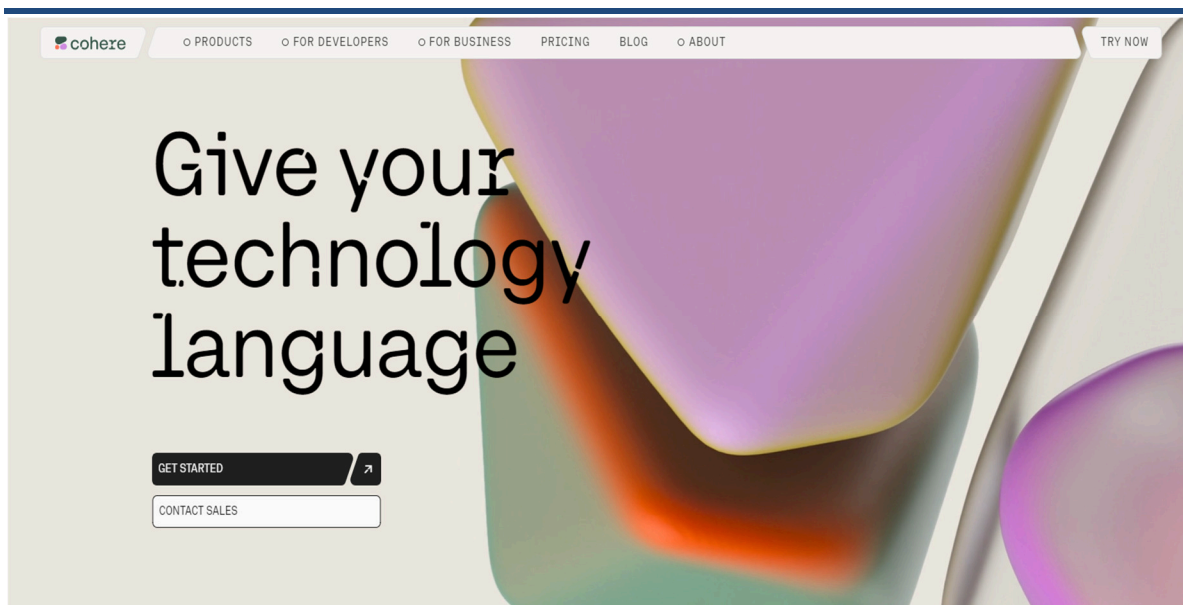
Key Investors:

Index Ventures
Inovia Capital
Oracle
Salesforce Ventures
Sapphire Ventures
Tiger Global Management

Most Recent Funding: \$270M Series C, June '23

Valuation At Last Round (\$B): 3.0 (as of Aug '23)

Company Description: Cohere AI offers users and businesses access to Large Language Models (LLMs) that are tailored to the customer's specific technological needs. Cohere has two main types of LLMs: generation and representation. Through its generative AI model, one can use interactive chat features to generate text for product descriptions and articles, or create customizable summaries of text and documents. Through its representative AI model, users are able to make their applications understand the complexity of their high-scale data. Customers include Oracle, Google Cloud, Weaviate, Pinecone, and Qdrant. Since its founding, Cohere has raised ~\$445M in funding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn

Collibra

Location:

61 Broadway, Floor 31
New York City, NY 10006

Website: collibra.com

Phone: 646.893.3042

Founded: 2008

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4

Open Positions: 16

U.S.: 3

International: 13

Sales: 1

Other: 15

Competition:

Alation

Informatica

SAP

Key Officers:

Felix Van de Maele – Founder & CEO

Dan Graham – CFO

Key Board Members:

Felix Van de Maele – Founder & CEO, Collibra

Jan Hammer – General Partner, Index Ventures

René Bonvanie – Executive in Residence, Battery Ventures

Matthew Jacobson – Partner, ICONIQ Capital

Key Investors:

Battery Ventures

ICONIQ Capital

Sequoia Capital

Snowflake Ventures

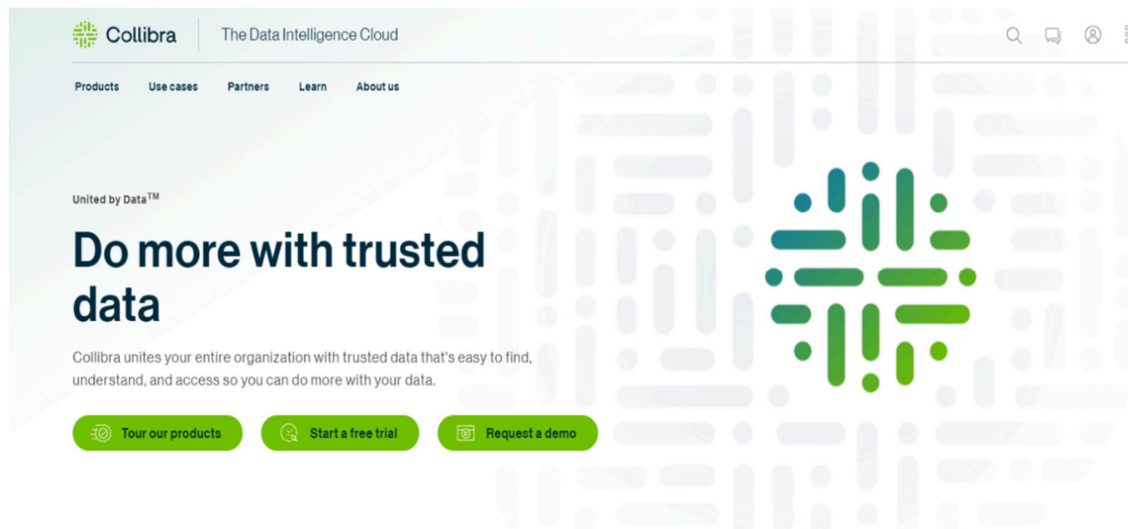
Sofina Group

Tiger Global Management

Most Recent Funding: \$250M Series G, Nov '21

Valuation At Last Round (\$B): 5.25

Company Description: Collibra is a cloud-focused analytics company that provides its customers with end-to-end data intelligence. Its solutions enable enterprises to combine data silos in a scalable way, create simple and intuitive workflows for data creators, and create trustworthy insights for customers to act on. Customers include Adobe, AXA XL, Cigna, DNB Bank, George Washington University, JPMorgan Chase & Co., T-Mobile, Twitter, and Verizon. The company has raised over \$596.5M in total funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Forrester, Glassdoor, LinkedIn

Conga

Location:

13699 Via Varra
Broomfield, CO 80020

Website: www.conga.com

Phone: 650.445.7700

Founded: 2006

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.8

Open Positions: 21

U.S.: 3

International: 18

Sales: 0

Other: 21

Competition:

DocuSign

Icertis

PandaDoc

Key Officers:

Noel Goggin – CEO

Simon Edwards – CFO

Eric Salava – CRO

Key Board Members:

Nikitas Koutoupes – Managing Director, Insight Partners

Rachel Geller – Managing Director, Insight Partners

Brian Jaffee – Partner, Thoma Bravo

Matthew Schiltz – Former CEO, Blue Box Group

Key Investors:

Insight Partners

Thoma Bravo

Sprout Capital Partners

Most Recent Funding: \$47M Venture Round, May '18

Valuation At Last Round (\$B): N/A

Company Description: Conga is a leader in revenue lifecycle management (RLM). The Conga Revenue Lifecycle Cloud offers an array of solutions to help businesses manage predictable revenue. The platform aids in automating proposals and quotes, managing billing and invoicing, and offers a secure e-signature device. In 2020 Conga merged with Apttus, the lead innovator in quote-to-cash (QTC) solutions. The company has over 12,000 customers, including Adobe, Allianz, Aramark, Box, Equinix, Gilead Sciences, Hilton, PayPal, Qualcomm, and Sony.



Products Solutions Resources Services & Support About



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Crush complexity. Deliver certainty.

Conga drives predictable revenue by aligning processes, teams, and technology under a unified data model throughout the revenue management lifecycle.

Get a demo



Source: Citizens JMP Securities, LLC estimates, Company website, LinkedIn, Glassdoor

Constant

Location:

319 Clematis St, Suite 900
West Palm Beach, FL 33401

Website: www.constant.com

Phone: 973.849.0500

Founded: 2014

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: N/A

Open Positions: 12

U.S.: 12

International: 0

Sales: 2

Other: 10

Competition:

AWS

Azure

DigitalOcean

Linode

GCP

Key Officers:

David Aninowsky – Founder & Executive Chairman

J.J. Kardwell – CEO

David Gucker – COO

Key Board Members:

David Aninowsky – Founder & Executive Chairman

Key Investors:

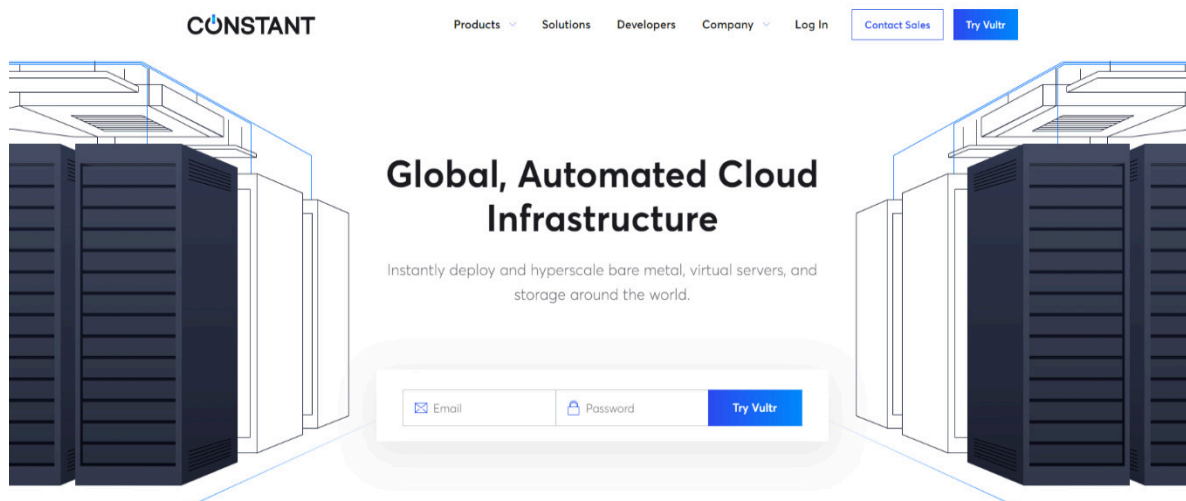
Bank of America

J.P. Morgan

Most Recent Funding: \$150M Credit Facility Apr '21

Valuation At Last Round (\$B): N/A

Company Description: Constant is an alternative cloud provider on a developer-first mission to optimize the world of cloud computing. Constant's flagship product, Vultr, serves more than 1.5 million customers with flexible, scalable, and predictably priced compute solutions. The company also offers bare metal and storage solutions. Constant has raised over \$150M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Contentful

Location:

Max-Urich-Straße 3
13355 Berlin, Germany

Website: www.contentful.com

Phone: +49 (30) 467.260.941

Founded: 2013

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.6

Open Positions: 26

U.S.: 15

International: 11

Sales: 15

Other: 11

Competition:

Adobe

Acquia

Sitecore

Key Officers:

Steve Sloan – CEO

Paolo Negri – Co-Founder & CTO

Carla Cooper – CFO

Jason Holmes – President, Revenue, & Field Operations

Key Board Members:

Suranga Chandratillake – General Partner, Balderton Capital

Eric Vishria – General Partner, Benchmark

Trevor Oelschig – Managing Director, General Catalyst

Andreas Weiskam – Managing Director, Sapphire Ventures

Key Investors:

Balderton Capital

General Catalyst

Salesforce Ventures

Sapphire Ventures

Tiger Global Management

Most Recent Funding: \$175M Series F, July '21

Valuation At Last Round (\$B): 3

Company Description: Contentful is an API-first content platform that integrates a customer's tech stack through a unified content hub to structure and deliver content across an organization's digital footprint. The platform provides a suite of tools and apps for digital builders to launch and test customer experiences. Contentful has over 2,000 customers, including Atlassian, Danone, Equinox, GoodRx, Gucci, and Plaid. Since its founding, the company has raised ~\$349.6M in total funding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn

Contentsquare

Location:

WeWork 7 Rue de Madrid
Paris 75008

Website: www.contentsquare.com

Phone: 800.301.9028

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.9

Open Positions: 24

U.S.: 1
International: 23
Sales: 3
Other: 21

Competition:

AppsFlyer
Optimizely
Qualtrics

Key Officers:

Jonathan Cherki – Founder & CEO
Benoit Fouilland – CFO
Pierre Casanova – CRO
Nicolas Fritz – Chief People & Operations Officer

Key Board Members:

Jonathan Cherki – Founder & CEO, Contentsquare
Nathalie Von Niederhausern – Managing Director, BlackRock

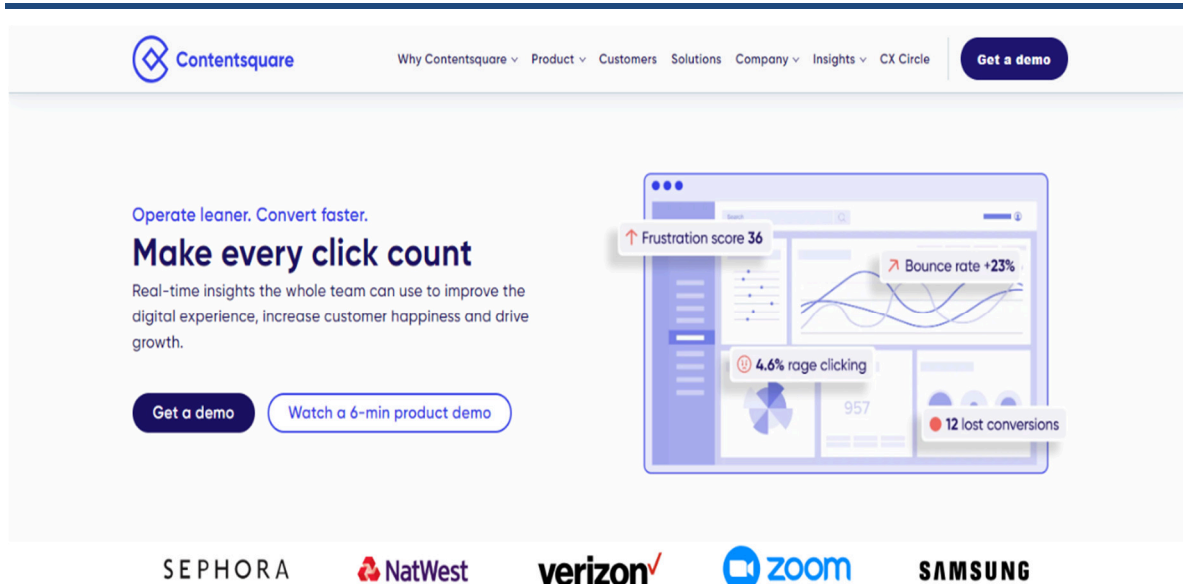
Key Investors:

Bpifrance
Eurazeo
Goldman Sachs
Highland Europe
Sixth Street Growth
SoftBank

Most Recent Funding: \$600M Series F, July '22

Valuation At Last Round (\$B): 5.69

Company Description: Contentsquare is a digital experience analytics platform that aids businesses in tracking their customers transactions and behaviors. The platform offers three main products: Digital Experience Analytics Cloud, Contentsquare Services, and Partner Ecosystem. Combined, these three services allow businesses to analyze customer data securely and create impactful change to drive effective digital interactions. Contentsquare has over 1,000 customers globally, including The North Face, T-Mobile, Cosnova Beauty, L'Occitane, and NatWest Group. Since its founding, the company has raised \$1.4B in funding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

CoreWeave

Location:

101 Eisenhower Pkwy, Ste 106
Roseland, NJ 07068-1050

Website: www.coreweave.com

Founded: 2017

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.2

Open Positions: 48

U.S.: 38

International: 10

Sales: 2

Other: 46

Competition:

Alphabet

Google

Lambda Labs

Microsoft

Key Officers:

Michael Intrator – CEO

Evan Meagher – CFO

Brian Venturo – CTO

Key Board Members:

Jack Cogen – Principal, QZJXK LLC

Stephen Jamison – JC Trading LLC

Key Investors:

Blackstone Group

Coatue Management

Fidelity Management

Jane Street

Magnetar Capital

Nvidia

Most Recent Funding: \$642M Secondary, Dec '23 (\$2.3B

Credit Facility, Aug '23 and \$421M Series B, Apr '23)

Valuation At Last Round (\$B): 7

Company Description: CoreWeave provides a specialized public cloud solution, focused on GPU-accelerated workloads. The company was founded in 2017 and focused on Ethereum mining, but pivoted in 2019 to provide GPU compute for general-purpose and more specifically, the training of foundational language models. Since its founding, the company has raised ~\$3.5B in funding.

COREWEAVE CLOUD

The GPU Cloud.

CoreWeave is a specialized cloud provider, delivering a massive scale of GPUs on top of the industry's fastest and most flexible infrastructure.

[Get in Touch](#)

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Databricks

Location:

160 Spear Street, 15th Floor
San Francisco, CA 94105

Website: www.databricks.com

Phone: 866.330.0121

Founded: 2013

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.5

Open Positions: 333

U.S.: 168

International: 165

Sales: 51

Other: 282

Competition:

AWS

Azure

GCP

Snowflake

Key Officers:

Ali Ghodsi – Co-Founder & CEO

David Conte – CFO

Ron Gabrisco – CRO

Hatim Shafique – COO

Key Board Members:

Ion Stoica – Co-Founder & Executive Chairman, Databricks

Ali Ghodsi – Co-Founder & CEO, Databricks

Ben Horowitz – Co-Founder, Andreessen Horowitz

Pete Sonsini – General Partner, New Enterprise Associates

Elena Donio – Former CEO, Axiom

Key Investors:

Andreessen Horowitz

Battery Ventures

BlackRock

CapitalG

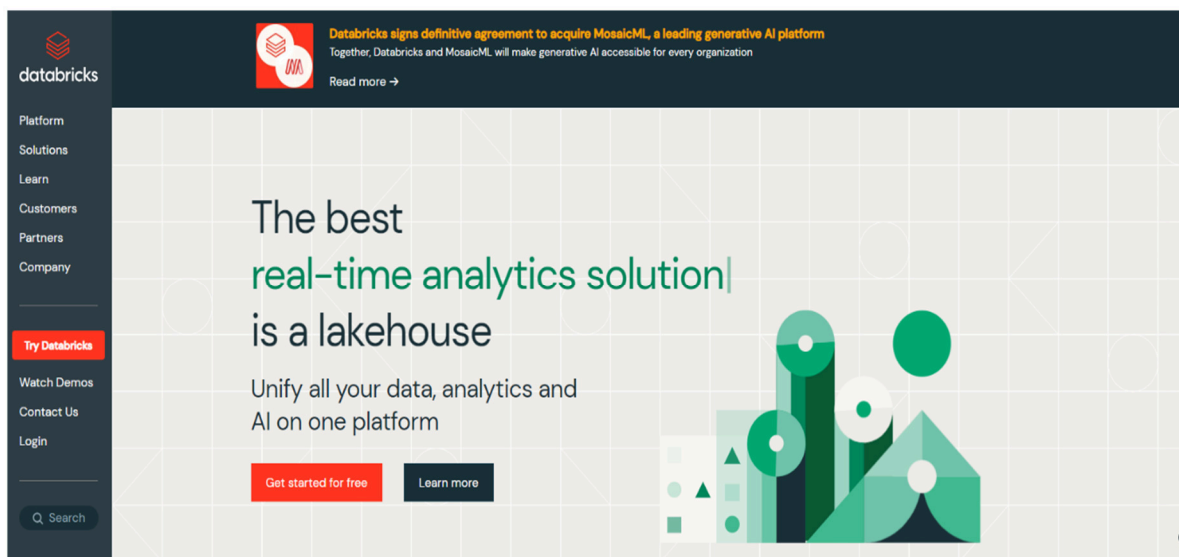
Salesforce Ventures

Tiger Global Management

Most Recent Funding: \$500M Series I, Sept '23

Valuation At Last Round (\$B): 43.5

Company Description: Databricks provides a unified analytics platform for data engineering, collaborative data science, full-lifecycle machine learning, and business analytics. In June 2023, Databricks announced an acquisition with MosaicML, a generative AI startup, in a \$1.3B deal. This acquisition will help customers build low-cost language models themselves. Databricks customers include Adobe, AstraZeneca, BP, Comcast, Starbucks, TD Bank, SAP, and TD Bank. Databricks has raised nearly \$4.2B in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Gartner, Glassdoor, Crunchbase

Dataiku

Location:

902 Broadway, 8th Floor
New York, NY 10010

Website: www.dataiku.com

Phone: 646.568.7477

Founded: 2013

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.0

Open Positions: 52

U.S.: 9

International: 43

Sales: 13

Other: 39

Competition:

Alteryx

DataRobot

Key Officers:

Florian Douetteau – Co-Founder & CEO

Clément Sténac – Co-Founder & CTO

Adam Towns – CFO

Romain Fouache – CRO

Key Board Members:

Florian Douetteau – Co-Founder & CEO, Dataiku

Neeraj Agrawal – General Partner, Battery Ventures

Marc Batty – Co-Founder and Managing Director, Fermes En ViE

Matt Turck – Managing Director, FirstMark Capital

Key Investors:

Alven Capital

Battery Ventures

ICONIQ Capital

Insight Partners

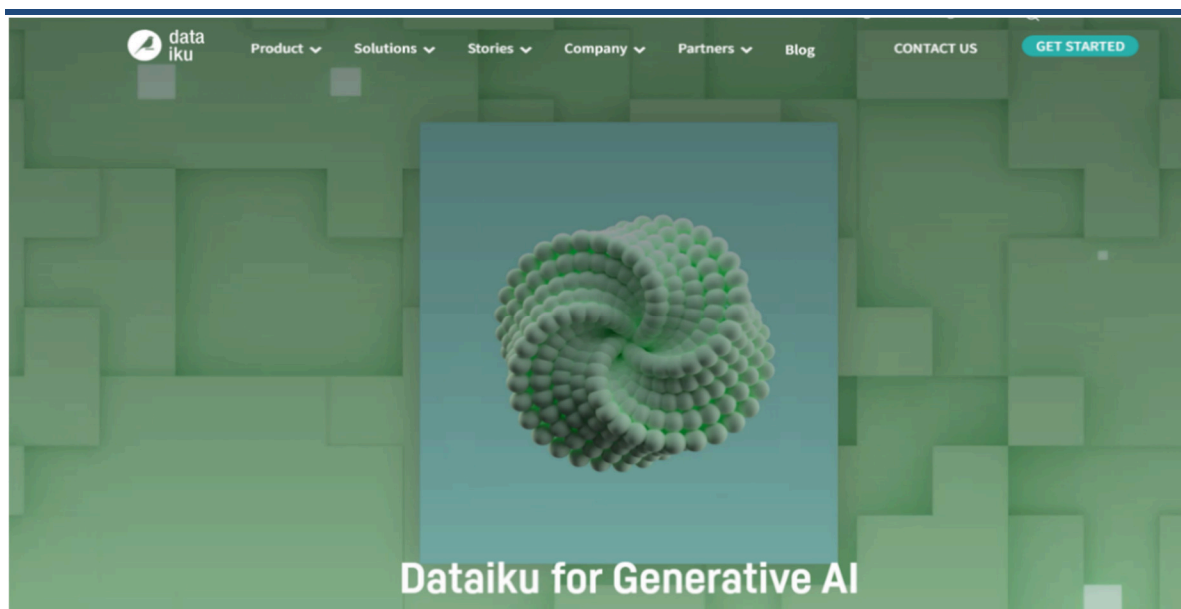
Tiger Global Management

Wellington Management

Most Recent Funding: \$200M Series F, Dec '22

Valuation At Last Round (\$B): 3.7

Company Description: Dataiku is a data analytics company that helps organizations iterate on ML and AI models by leveraging the company's data and computation abstraction approach. The company caters to data scientists and business users with its all-in-one data science and machine-learning platform. Users are able to model and organize data and build their own machine-learning models. Customers include BNP Paribas, Cisco, NXP, Schlumberger, Sephora, GE, and Ameritas. Dataiku has raised ~\$846.8M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Crunchbase, Glassdoor

DataRobot

Location:

225 Franklin Street, 13th Floor
Boston, MA 02110

Website: www.datarobot.com

Phone: 617.765.4500

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.7

Open Positions: 17

U.S.: 11
International: 6
Sales: 3
Other: 14

Competition:

Alteryx
Dataiku

Key Officers:

Debanjan Saha – CEO
Chris Merwin – CFO
Rich Hoyland – SVP, Worldwide Sales

Key Board Members:

Debanjan Saha, CEO – DataRobot
Tracey Newell – Former President, Informatica
Jai Das – Managing Director, Sapphire Ventures
Tony Florence – General Partner, New Enterprise Associates
Dev Ittycheria – President & CEO, MongoDB
Dr. Amit Sinha – CEO, DigiCert

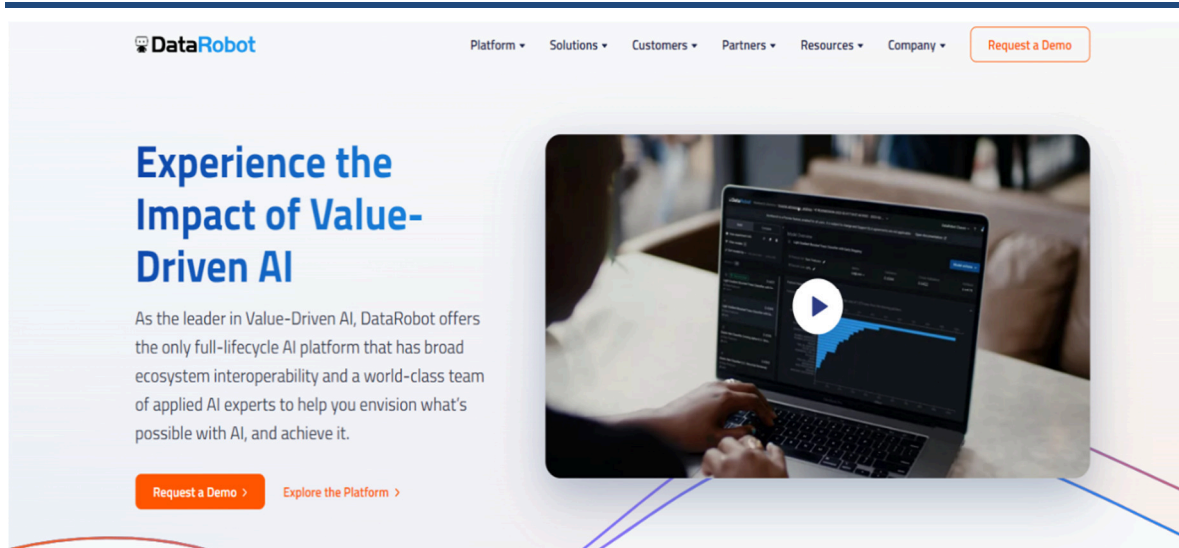
Key Investors:

Altimeter Capital
DFJ Growth
Meritech Capital Partners
Salesforce Ventures
Sapphire Ventures
Silver Lake
Tiger Global Management

Most Recent Funding: \$300M Series G, Aug '21

Valuation At Last Round (\$B): 6.3

Company Description: DataRobot is a leader in Value-Driven AI. The company’s AI platform automates the end-to-end process for building, deploying, and managing machine-learning models. With DataRobot users can seamlessly integrate data without recoding and deploy software on any platform (prem, managed cloud, or private cloud). Customers include AB InBev, Autodesk, the Boston Red Sox, CrowdStrike, Lenovo, and Okta. The company has raised over \$1B in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Gartner, Glassdoor, Crunchbase

DataStax

Location:

2755 Augustine Drive, 8th Floor
Santa Clara, CA 95054

Website: www.datastax.com

Phone: 650.389.6000

Founded: 2010

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.1

Open Positions: 3

U.S.: 2

International: 1

Sales: 2

Other: 1

Competition:

Couchbase

MongoDB

Oracle

Redis Labs

Key Officers:

Chet Kapoor – CEO & Chairman

Don Dixon – CFO

Mala Tejwani – COO

Key Board Members:

Chet Kapoor – Chairman & CEO, DataStax

Eric Anderson – General Partner, Scale Venture Partners

Eric Chin – General Partner, Crosslink Capital

Joe DiSabato – Managing Director, Goldman Sachs Asset Management

Key Investors:

ClearBridge Investments

Comcast Ventures

Cross Creek Advisors

Crosslink Capital

Lightspeed Venture Partners

Most Recent Funding: \$115M June '22

Valuation At Last Round (\$B): 1.71B

Company Description: DataStax provides users with a database software platform built on Apache Cassandra that helps power big data applications. DataStax has built out its stack for AI application production at scale, delivering a RAG-first developer experience. The company's customers include Audi, Bud Financial, Capital One, Home Depot, Starbucks, SkyPoint, and Priceline. Since its founding, the company has raised over \$340M in funding.

Source: Citizens JMP Securities, LLC estimates, Company website, Gartner, Glassdoor, Crunchbase

Demandbase

Location:

680 Folsom Street, Suite 400
San Francisco, CA 94107

Website: www.demandbase.com

Phone: 415.683.2660

Founded: 2007

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.4

Open Positions: 31

U.S.: 20

International: 11

Sales: 6

Other: 25

Competition:

6sense
Terminus

Key Officers:

Gabe Rogol – CEO
Bryan Morris – CFO
John Eitel – Chief Sales Officer

Key Board Members:

Gabe Rogol – CEO, Demandbase
Chris Golec – Founder, Demandbase
Stacey Bishop – Partner, Scale Venture Partners
Ned Gilhuly – Founding Partner, Sageview Capital

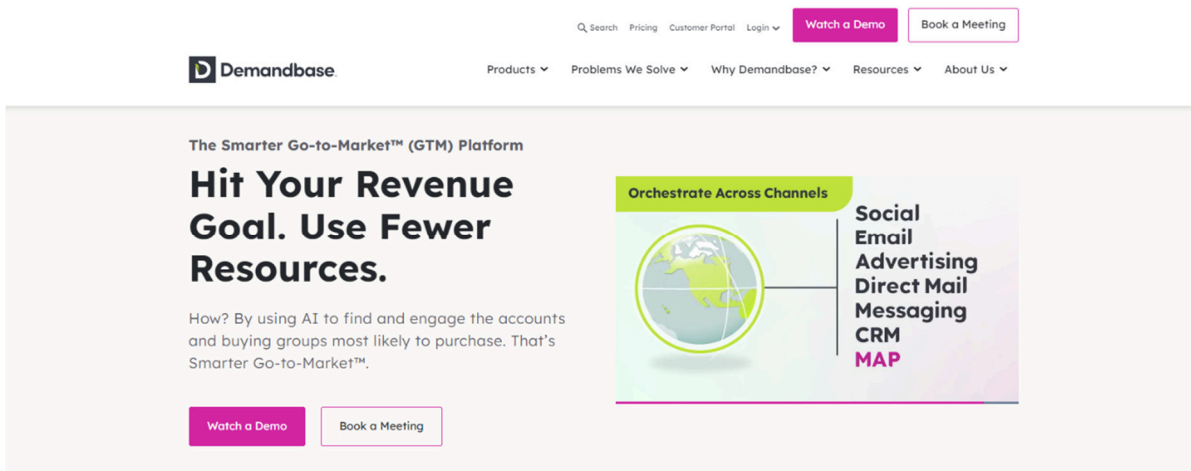
Key Investors:

Adobe
Sageview Capital
Salesforce Ventures
Scale Venture Partners
Vista Credit Partners

Most Recent Funding: \$175M Credit Facility, Feb '23

Valuation At Last Round (\$B): N/A

Company Description: Demandbase provides an account-based marketing platform that is designed to help sales and marketing professionals identify, reach, and convert new business. Demandbase combines real-time identification of the companies visiting a website with an integrated database of business contacts. The company seeks to fuel multi-channel marketing campaigns and convert website visitors into actionable sales leads for its customers. Customers of Demandbase include Adobe, Docusign, Coupa, Microsoft, Panasonic, Salesforce, Siemens, and Visa. The company has raised ~\$3018M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Gartner, Glassdoor

Dialpad

Location:

3001 Bishop Drive, Suite 300
San Ramon, CA 94583

Website: www.dialpad.com

Phone: 415.469.1690

Founded: 2011

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.1

Open Positions: 50

U.S.: 25

International: 25

Sales: 20

Other: 30

Competition:

8x8

Cisco

Microsoft

RingCentral

Zoom

Key Officers:

Craig Walker – Founder & CEO

Brian Peterson – Co-Founder & CTO

Mike Kourey – CFO

Nick Slater – CRO

Key Board Members:

Marc Andreessen – Partner, Andreessen Horowitz

John Kim – Managing Partner, Amasia

Will Griffith – Partner, ICONIQ Capital

Rich Miner – Director, Google

Key Investors:

Amasia

Andreessen Horowitz

Google Ventures

ICONIQ Capital

OMERS Growth Equity

Salesforce Ventures

Scale Venture Partners

T-Mobile Ventures

Most Recent Funding: \$170M Series F, Dec '21

Valuation At Last Round (\$B): 2.2

Company Description: Dialpad is an AI cloud communications platform that helps global teams make smarter calls. Dialpad's products include an enterprise phone system, messaging, video meetings, contact center support, and sales outreach. Customers include Asana, Stripe, Toast, Uber, and WeWork. Dialpad has raised ~\$450M in funding since its founding.



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Ai that works for you

Support customers, drive sales, and collaborate with your team—all in one, beautiful
Ai-powered app.

Start free trial

See pricing ↗

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, and Gartner

Enable

Location:

535 Mission St., 14th Floor
San Francisco, CA 94105

Website: www.enable.com
Phone: 628.251.1057

Founded: 2016
JMP Revenue Estimate (\$M): 25-50
Glassdoor Rating: 3.4

Open Positions: 73
U.S.: 58
International: 15
Sales: 44
Other: 29

Competition:
Model N

Key Officers:

Andrew Butt – Co-Founder & CEO
David Hunt – Co-Founder & COO
Nick Rose – CFO
Jerry Brooner – President, Global Field Operations

Key Board Members:

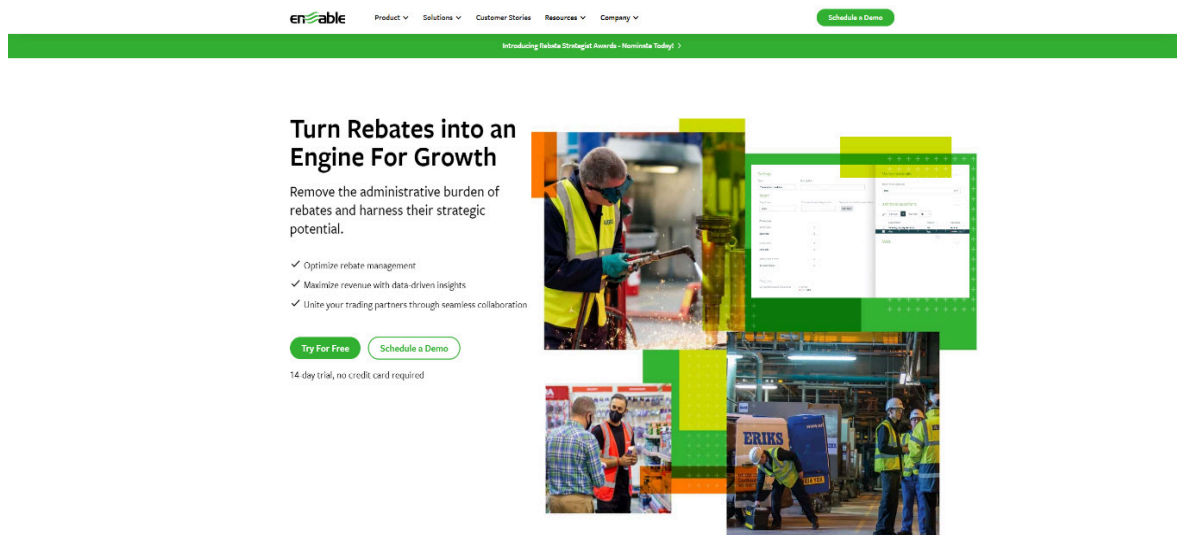
Andrew Butt – Co-Founder & CEO, Enable
Philine Huizing – Insight Partners
Sean Jacobsohn, Norwest Venture Partners
Dan Levin – Former President & COO, Box
Arsham Memarzadeh – Partner, Lightspeed Venture Partners
Steve Sloan – Partner, Menlo Ventures

Key Investors:

Insight Partners
Lightspeed Ventures Partners
Menlo Ventures
Norwest Venture Partners
Sierra Ventures

Most Recent Funding: \$120M Series D, Nov '23
Valuation At Last Round (\$B): 1.12

Company Description: Enable is a rebate management and SaaS platform that drives trust across supply chain trading partners. The company seeks to drive trusted relationships between B2B trading partners that use different data sets by bringing modern technology to the supply chain and increasing deal transparency. Ultimately, Enable helps manufacturers, distributors, retailers, and end-customers create, manage, and execute against complex trading agreements by aggregating data into a single platform. Since its founding, the company has raised ~\$276M in funding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Figma

Location:

760 Market St.
San Francisco, CA 94103

Website: www.figma.com

Phone: 415.890.5404

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.7

Open Positions: 65

U.S.: 52

International: 13

Sales: 15

Other: 50

Competition:

Adobe

Canva

InVision

Key Officers:

Dylan Field – Co-Founder & CEO

Praveer Melwani – CFO

Shaunt Voskanian – CRO

Kris Rasmussen – CTO

Key Board Members:

John Lilly – Venture Partner, Greylock Partners

Danny Rimer – Partner, Index Ventures

Mamoon Hamid – Partner, Kleiner Perkins

Lynn Vojvodich – Former CMO & EVP, Salesforce

Key Investors:

Andreessen Horowitz

Counterpoint Global group

Durable Capital Partners

Kleiner Perkins

Sequoia Capital

Most Recent Funding: \$200M Series E, June '21

Valuation At Last Round (\$B): 10

Company Description: Figma is a design platform that helps teams create, share, test, and ship better designs. The company provides tools that make the design process faster, more efficient, and collaborative. Recently, the company introduced FigJam, which is an online whiteboard designed for teams to brainstorm ideas together. Customers include Dropbox, Gusto, Airbnb, Herman Miller, Kimberly-Clark, Notion, and Zoom. The company has raised ~\$333M since its founding.

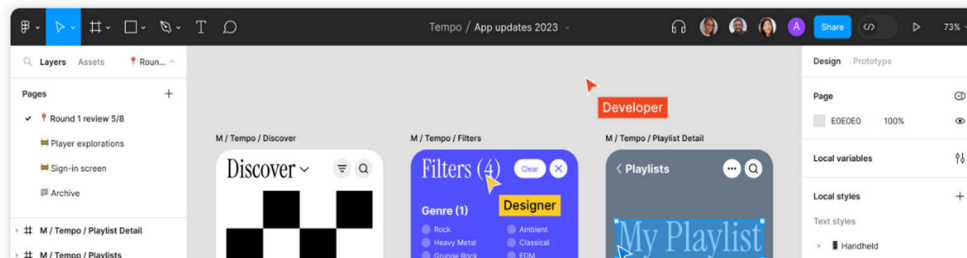


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Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Fivetran

Location:

1221 Broadway Street, Ste 2400
Oakland, California 94612

Website: www.fivetran.com

Phone: 415.805.2799

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.3

Open Positions: 42

U.S.: 21

International: 21

Sales: 5

Other: 37

Competition:

Airbyte

Key Officers:

George Fraser – Co-Founder & CEO

Taylor Brown – Co-Founder & COO

Meel Velliste – CTO

Scott Jones – CRO

Key Board Members:

Ilya Sukhar – General Partner, Matrix Partners

Bob Muglia – Former CEO, Snowflake

Key Investors:

Andreessen Horowitz

CEAS Investments

General Catalyst

ICONIQ Capital

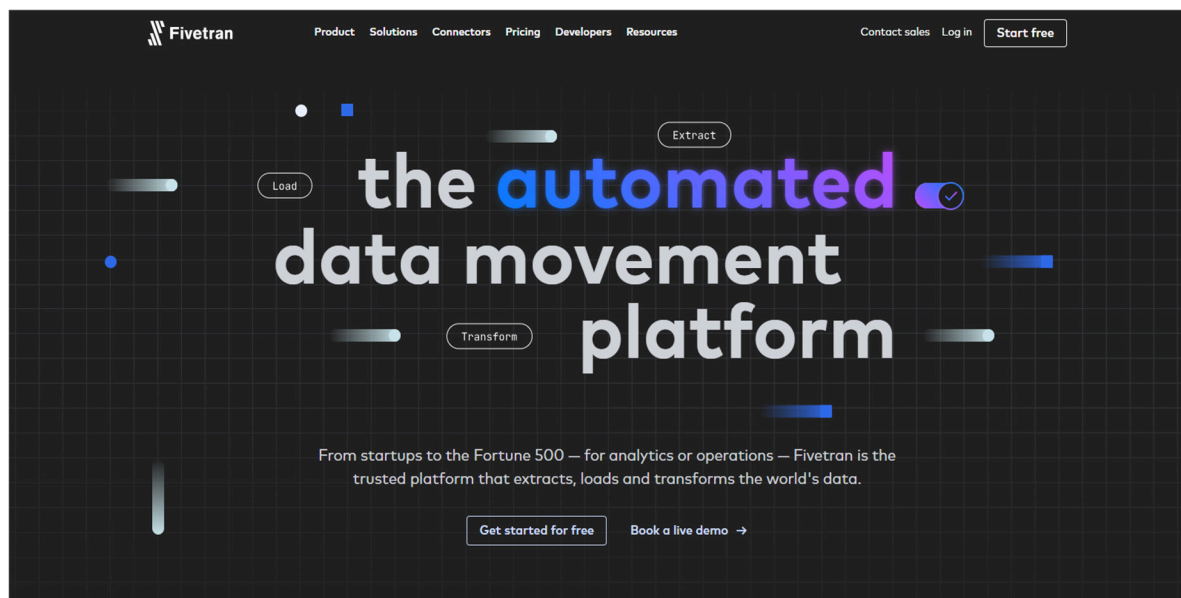
Matrix Partners

Vista Equity Partners

Most Recent Funding: \$125M Debt Financing, May '23 (\$565M Series D, Sept '21)

Valuation At Last Round (\$B): 5.6 (as of Sept '21)

Company Description: Fivetran is a cloud-based analytics company that provides pre-built, zero-maintenance connectors to sync data from cloud applications and databases. The company strives to create the most accurate data-driven decisions and offers services that allow companies to send data from multiple repositories to cloud-based storage locations. Fivetran works with more than 5,000 customers including Conagra Brands, DocuSign, Forever 21, GoodRx, Lionsgate, Morgan Stanley, Okta, and Square. The company has raised ~\$853M in total funding.



Source: Citizens JMP Securities, LLC estimates, Company website, Gartner, Glassdoor

FloQast

Location:

14721 Califa St.
Los Angeles, CA 91411

Website: www.floqast.com

Phone: 818.698.8262

Founded: 2013

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.5

Open Positions: 31

U.S.: 6

International: 25

Sales: 19

Other: 12

Competition:

BlackLine

OneStream

Trintech

Workiva

Key Officers:

Mike Whitmire – Co-Founder & CEO
Cullen Zandstra – Co-Founder & CTO
Razzak Jallow – CFO
Ken Sims – CRO
Jill Cooper – SVP, Sales

Key Board Members:

Gary Swart – General Partner, Polaris Partners
Patrick Mathieson – Partner, Toba Capital
Sean Jacobsohn – Partner, Norwest Venture Partners
George Bischof – General Partner, Meritech Capital Partners

Key Investors:

ICONIQ Capital
Insight Partners
Meritech Capital Partners
Polaris Partners
Sapphire Ventures

Most Recent Funding: \$110M Series D, Jul '21

Valuation At Last Round (\$B): 1.2

Company Description: FloQast is a provider of accounting workflow automation that helps standardize and centralize process documentation for accounting workflows. The company's accounting workflow automation platform includes FloQast Close, which helps speed up the financial close process, and FloQast AutoRec, which automates reconciliations using AI. FloQast integrates directly with cloud ERPs and also connects with Oracle, SAP, Microsoft, and all other on-premise ERP systems with FloQast Connect. Customers include DocuSign, Lululemon, Snowflake, Shopify, Twilio, Zoom, and ZoomInfo. The company has raised ~\$203M in funding since its founding.

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Andy Stefan
Senior Account Executive
Former Auditor



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

Genesys

Location:

1302 El Camino Real, Suite 300
Menlo Park, CA 94025

Website: www.genesys.com

Phone: 888.436.3797

Founded: 1990

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.1

Open Positions: 162

U.S.: 47

International: 115

Sales: 44

Other: 118

Competition:

Five9

NICE

Talkdesk

Key Officers:

Tony Bates – Chairman & CEO

Brian Swartz – CFO

Olivier Jouve – CPO

Larry Shurtz – Chief Sales Officer

Peter Graf – Chief Strategy and Operations Officer

Key Board Members:

Kelly Battles – Former CFO, Quora

Stephen Ensley – Partner, Hellman & Friedman

Tarim Wasim – Partner, Hellman & Friedman

Brian Ruder – Partner, Permira

Key Investors:

BlackRock

D1 Capital Partners

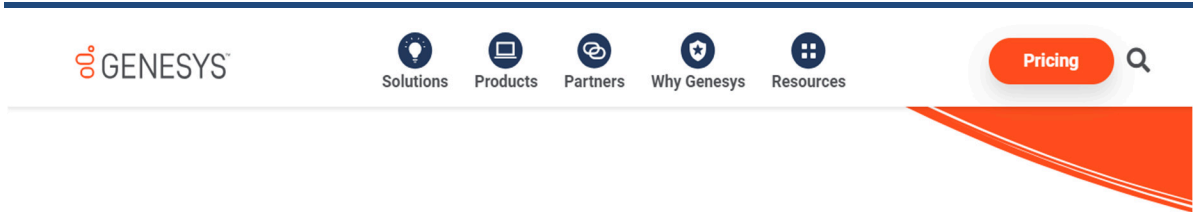
Salesforce Ventures

Zoom Video Communications

Most Recent Funding: \$580M PE Round, Dec '21

Valuation At Last Round (\$B): 21

Company Description: Genesys is a provider of cloud customer experience and contact center solutions. Through its all-in-one cloud contact center solution, Genesys Cloud, users have access to grade A technologies such as APIs, a workplace social media platform, an interactive voice response feature, and skills-based routing for calls, emails, and web chats. The company orchestrates more than 70B customer experiences for organizations in over 100 countries each year. Genesys has ~7,000 customers, including 17 of the top 20 Fortune 500 companies. Since its founding, Genesys has raised ~\$1.5B.



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Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Glean

Location:

260 Sheridan Ave., Suite 300
Palo Alto, CA 94306

Website: www.glean.com

Founded: 2019

JMP Revenue Estimate (\$M): 25-50

Glassdoor Rating: 4.4

Open Positions: 48

U.S.: 28

International: 20

Sales: 20

Other: 28

Competition:

Coveo

Elastic

Lucidworks

Key Officers:

Arvind Jain – Founder & CEO

T.R. Vishwanath – Co-Founder

Tony Gentilcore – Co-Founder

Key Board Members:

Quentin Clark – General Catalyst

Mamoon Hamid – Kleiner Perkins

Sonya Huang – Sequoia Capital

Ravi Mhatre – Lightspeed Venture Partners

Key Investors:

General Catalyst

Kleiner Perkins

Lightspeed Venture Partners

Salesforce Ventures

Sequoia Capital

Slack Fund

Most Recent Funding: \$100M Series C, May '22

Valuation At Last Round (\$B): 1

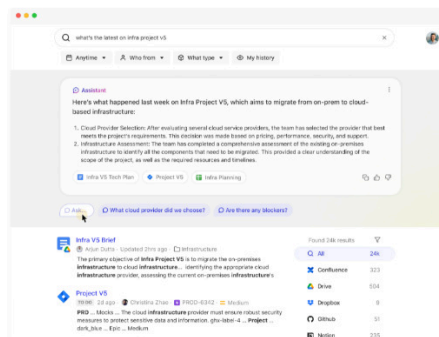
Company Description: Glean is an AI product for the enterprise that uses deep learning models to understand company data and user queries. Employees can ask vector search powered questions, and get personalized results with generative AI, while allowing for role-based access. The value of Glean is that it eliminates busywork and empowers workers to get the help they need quickly, without escalated assistance. Glean also provides backend insights into the most-common queries and gaps in company data where it is most needed. Since its founding, Glean has raised ~\$155M.

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Supercharging leading global enterprises, from startups to the Fortune 50.

okta

grammarly

samsara

duolingo

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Gong

Location:

201 Spear St., 13th Floor
San Francisco, CA 94105

Website: www.gong.io

Phone: N/A

Founded: 2015

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.1

Open Positions: 33

U.S.: 18

International: 15

Sales: 16

Other: 17

Competition:

Avoma

Outreach

Revenue.io

Salesloft

ZoomInfo

Key Officers:

Amit Bendov – Co-Founder & CEO

Eilon Reshef – Co-Founder & CPO

Tim Riitters – CFO

Shane Evans – CRO

Key Board Members:

Amit Bendov – Co-Founder & CEO, Gong.io

Eilon Reshef – Co-Founder & CTO, Gong.io

Dharmesh Thakker – General Partner, Battery Ventures

Carl Eschenbach – Partner, Sequoia

Sonya Huang – Partner, Sequoia

Key Investors:

Battery Ventures

Coatue Management

Franklin Templeton

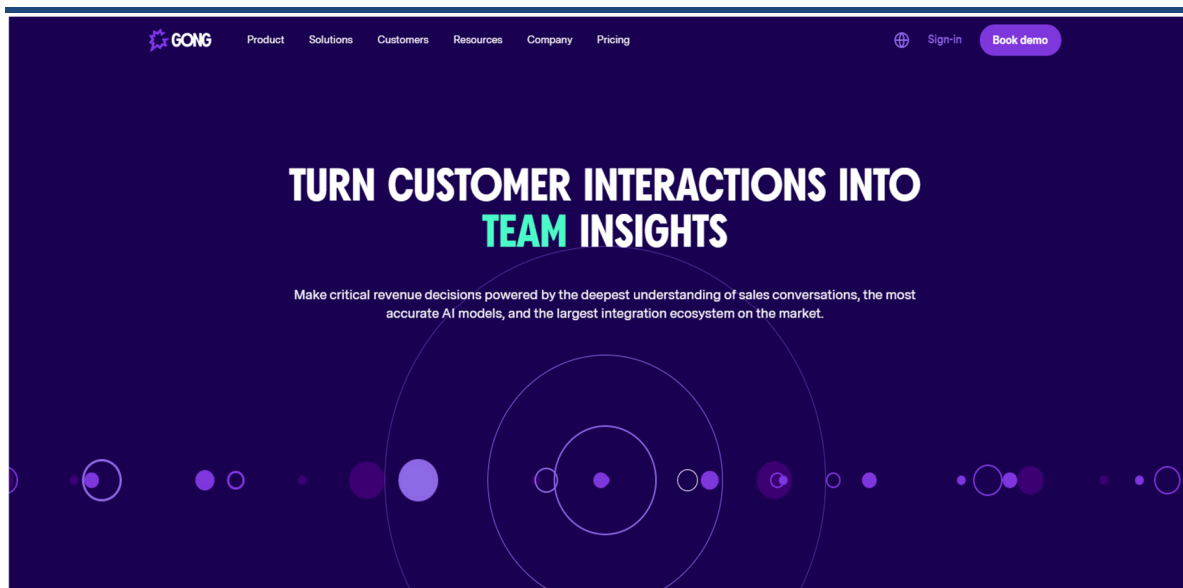
Salesforce Ventures

Sequoia Capital

Most Recent Funding: \$250M Series E, Jun '21

Valuation At Last Round (\$B): 7.25

Company Description: Gong is a sales-enablement platform that helps users capture and understand customer interactions. The Gong Revenue Intelligence Platform leverages AI to record customer interactions and convert them into achievable insights for revenue leaders. Gong is trusted by over 4,000 customers including Drift, Infor, LinkedIn, Monday.com, Morningstar, Okta, Seismic, Sprout Social, ThoughtSpot, and Zillow. The company has raised ~\$584M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn, Crunchbase

Guesty

Location:

2 Eliezer Kaplan Street
Tel Aviv, Israel 64734

Website: www.guesty.com

Phone: 972.9.999.9999

Founded: 2013

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.2

Open Positions: 17

U.S.: 2

International: 15

Sales: 2

Other: 15

Competition:

Hospitable

Lodgify

Uplisting

Key Officers:

Amiad Soto – CEO

David Aber – CFO

Vered Raviv-Schwarz – President & COO

Ben Karniel – SVP Global Sales

Key Board Members:

Shahar Tzafrir – Managing Partner, TLV Partners

Modi Rosen – Managing Partner, Magma VC

Daniel O'Keefe – Managing Partner, Apax Partners

Alex Konoplyasty – General Partner, Flashpoint

Key Investors:

Apax Digital Funds

MSD Partners

Sixth Street Growth

Viola Growth

Most Recent Funding: \$170M Series E, Aug '22

Valuation At Last Round (\$B): N/A

Company Description: Guesty is an all-in-one property management software platform. It allows property managers to manage multiple rentals (1-100+) from a single dashboard. Through Guesty, hosts can edit listings on multiple platforms such as Airbnb and Booking.com. The company's platform also offers automation for guest communication and maintenance, a unified inbox, a multi-calendar linked to all booking platforms, accounting tools, and a mobile app. Customers include Airbnb, Expedia, Booking.com, and Mahonia Operations. Guesty has raised ~\$280M in funding since its founding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Gupshup

Location:

415 Jackson St., Ste B
San Francisco, CA 94111

Website: www.gupshup.io

Phone: 855.982.2997

Founded: 2004

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.8

Open Positions: N/A

U.S.: N/A

International: N/A

Sales: N/A

Other: N/A

Competition:

Infobip

Twilio

Key Officers:

Beerud Sheth – CEO

Amit Shrivastav – CFO

Mike Donohue – SVP, Global Sales

Key Board Members:

Rakesh Mathur – CEO, Fizz

Andy Goldfarb – Co-Founder, Globespan Capital Partners

Devdutt Yellurkar – General Partner, CRV

Key Investors:

Fidelity Management

Harbor Spring Capital

Malabar Investments

Think Investments

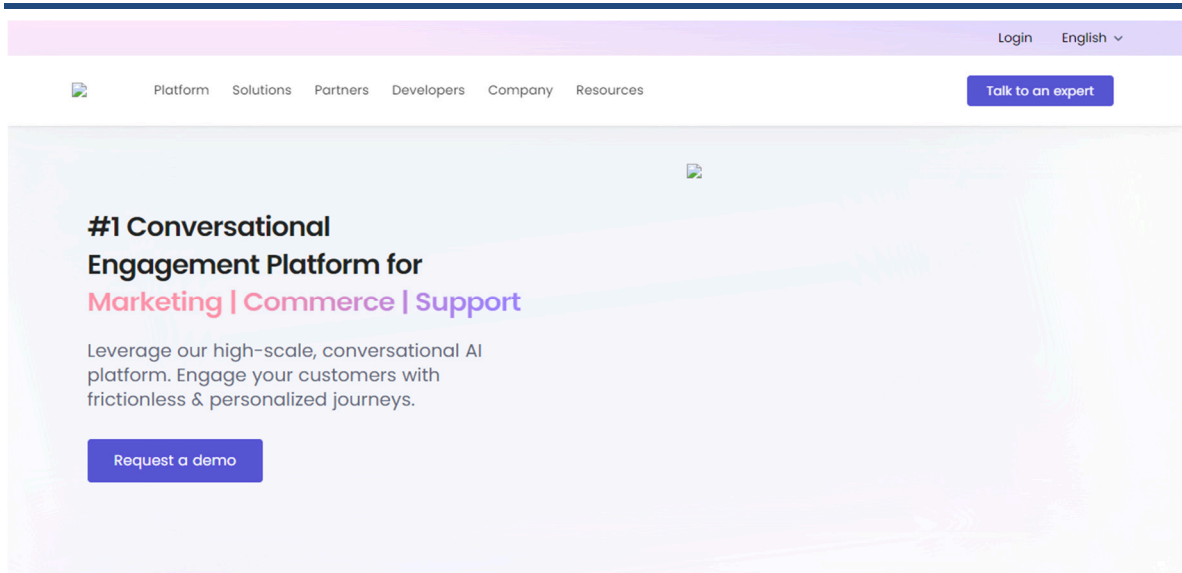
Tiger Global Management

Most Recent Funding: \$100M PE Round, May '22 (\$340M

Series F, July '21)

Valuation (\$B): 0.7 (as of June '23, Fidelity Disclosure)

Company Description: Gupshup is a chatbot building & channel-based messaging platform for marketing, commerce, and support that helps businesses connect directly with consumers. Through Gupshup, companies can choose from an array of pre-built bot templates to engage in human-like conversations with customers on platforms such as Whatsapp, Twitter, Slack, and SMS. Gupshup's platform handles over 10 billion messages per month connecting about 45,000 businesses to their consumers. Current customers include Facebook, LinkedIn, Netflix, MTN, and Whatsapp. The company has raised ~\$484M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Gusto

Location:

525 20th St.
San Francisco, CA 94107

Website: www.gusto.com

Phone: 800.936.0383

Founded: 2011

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.2

Open Positions: 50

U.S.: 44

International: 6

Sales: 4

Other: 46

Competition:

ADP

BambooHR

Justworks

Paychex

Rippling

Zenefits

Key Officers:

Josh Reeves – Co-Founder & CEO
Tomer London – Co-Founder & CPO
Tolithia Kornweibel – CRO
Mike Taylor – CFO

Key Board Members:

Pejman Mozad – Founder & Managing Partner, Pear VC
Josh Reeves – Co-Founder & CEO, Gusto
Anne Raimondi – COO & Head of Business, Asana
Hemant Taneja – Managing Partner, General Catalyst

Key Investors:

137 Ventures
CapitalG
Dragoneer Investment Group
Durable Capital Partners
Franklin Templeton
General Catalyst
Google Ventures
Salesforce Ventures
T. Rowe Price

Most Recent Funding: \$55M Series E-1, May '22 (\$175M Series E, Aug '21)

Valuation At Last Round (\$B): 10

Company Description: Gusto provides a cloud-based HR platform that helps businesses manage payroll, employee benefits, time and attendance, and hiring and reporting from any web-enabled device. The company also provides insights and reporting via its integrations with third-party applications. Gusto serves over 200,000 businesses, and the company has raised over ~\$746M in funding since its founding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

Harness

Location:

55 Stockton Street
San Francisco, CA 94108

Website: www.harness.io

Phone: 855.879.7727

Founded: 2016

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.0

Open Positions: 57

U.S.: 15

International: 42

Sales: 24

Other: 33

Competition:

CircleCI
CloudBees
GitLab
IBM
Jenkins

Key Officers:

Jyoti Bansal – Co-Founder & CEO
John Bonney – CFO
Carlos Delatorre – CRO
Luan Lam – CPO

Key Board Members:

Rishi Singh – Co-Founder, Harness
Matt Murphy – Partner, Menlo Ventures

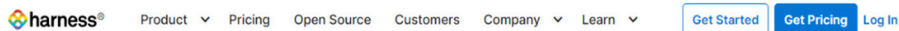
Key Investors:

Battery Ventures
Capital One Ventures
Google Ventures
J.P. Morgan
Menlo Ventures
Norwest Venture Partners

Most Recent Funding: \$230M Series D, Apr '22

Valuation At Last Round (\$B): 3.7

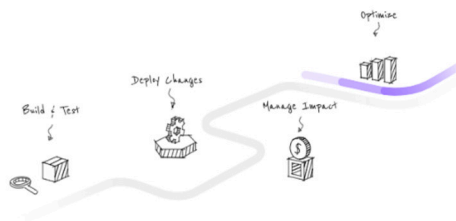
Company Description: Harness is a continuous Delivery-as-a-Service platform that uses machine learning to enable businesses to automate their continuous delivery software processes. Harness' modern software delivery platform is a self-service platform solution that enables software changes to reach production environments more efficiently. The platform is cloud and container-native and is available in the cloud or on-premise. Customers include Carvana, DataStax, eBay, Iterable, Jobvite, SoulCycle, and Tyler Technologies. The company has raised over \$420M in funding since its founding.



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Harness is the industry's first Software Delivery Platform to use AI to simplify your DevOps processes - CI, CD & GitOps, Feature Flags, Cloud Costs, and much more.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

HiBob

Location:

275 7th Avenue
New York, NY 10001

Website: www.hibob.com

Founded: 2015

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.1

Open Positions: 76

U.S.: 16

International: 60

Sales: 39

Other: 37

Competition:

ADP

BambooHR

SAP

UKG

Workday

Key Officers:

Ronni Zehavi – Co-Founder, CEO

Ze'ev Rozov – COO

David Sussely – CFO

Key Board Members:

Anton Levy – General Atlantic

Adam Fisher – Bessemer Venture Partners

Scott Tobin – Battery Ventures

Key Investors:

Battery Ventures

Bessemer Venture Partners

Eight Roads

General Atlantic

Most Recent Funding: \$150M Series D, Sept '23

Valuation At Last Round (\$B): 2.45

Company Description: HiBob is an HR and people management software company for managers and employees. The all-in-one HR platform includes core HR, onboarding, performance management, compensation management, time off, among many other solutions and tools. The company has raised ~\$574M since its founding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

HighRadius

Location:

2107 CityWest Blvd, Suite 1100
Houston, TX 77042

Website: www.highradius.com

Phone: 281.968.4473

Founded: 2006

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.7

Open Positions: 61

U.S.: 3

International: 58

Sales: 24

Other: 37

Competition:

Avalara

Billtrust

BlackLine

Kyriba

Vertex

Key Officers:

Sashi Narahari – CEO

Tanuj Vohra – CTO

Urvish Vashi – COO

Key Board Members:

Sashi Narahari – CEO, HighRadius

Amir Goldman – Founder & Managing Director, Susquehanna

Growth Equity

Will Griffith – Founding Partner, ICONIQ Capital

Key Investors:

D1 Capital Partners

ICONIQ Capital

Susquehanna Growth Equity

Tiger Global Management

Most Recent Funding: \$300M Series C, Mar '21

Valuation At Last Round (\$B): 3.1

Company Description: HighRadius is a FinTech SaaS company that utilizes AI and machine learning to help companies automate their financial operations. HighRadius’s technology focuses on an autonomous approach that allows users to track real-time accounting information, generate personalized emails with references to user specific data, and transcribe calls and notes. Customers include Duracell, Hershey’s, Bose, Uber, Insight Global, and Shutterstock. Since its founding, High Radius has raised ~\$475M in funding.

The screenshot shows the HighRadius website homepage. At the top, there is a navigation menu with links for PRODUCTS, INDUSTRIES, CUSTOMERS, RESOURCES, ABOUT US, CONTACT US, and a REGION dropdown. A prominent orange button says 'SCHEDULE A DEMO'. The main heading reads 'AI-Driven Autonomous Finance Solutions For The Office Of The CFO'. Below this, a sub-heading states 'Go beyond Rule-Based Automation to Predictive AI to transform your Order to Cash, Treasury and Record to Report functions'. A central diagram illustrates the 'autonomous SOFTWARE for the Office of the CFO' with various functional areas: Credit, EIPP, Cash App, Deductions, Collections, Order to Cash, Treasury, Cash Forecasting, Cash Management, Record to Report, Financial Close, Account Reconciliation, Anomaly Management. At the bottom, a section titled 'Trusted by 800+ Global Businesses' displays logos for Keurig Dr Pepper, ASICS, Uber, Mars Wmco LLC, Hershey's, Blackhawk, and Duracell.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

HoneyBook

Location:
539 Bryant Street
San Francisco, CA 94107

Website: <https://honeybook.com>
Phone: 415.591.7768

Founded: 2013
JMP Revenue Estimate (\$M): >100
Glassdoor Rating: 4.5

Open Positions: 15
U.S.: 4
International: 11
Sales: 1
Other: 14

Competition:
17hats
SpotDraft
Bonsai
Plutio

Key Officers:
Oz Alon – CEO
Yen Yen Chow – CFO
Anya Benbarak – CCO
Dror Shimoni – CTO

Key Board Members:
Jeff Crowe – Managing Partner, Northwest Venture Partners

Key Investors:
Battery Ventures
Citi Ventures
Durable Capital Partners
Norwest Venture Partners
Tiger Global Management

Most Recent Funding: \$250M Series E, Nov '21
Valuation At Last Round (\$B): 2.4

Company Description: HoneyBook is a cloud-based invoicing and project management platform that is catered to small business owners and entrepreneurs. The company offers tools for communication, invoicing, payments, and contracts. HoneyBook is used by over 100,000 independent businesses including Verify, Genesis Partners, and J&S Entertainment Co. The platform has booked more than \$9 billion in business. Since its founding, HoneyBook has raised ~\$498M in funding.

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Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Housecall Pro

Location:

4180 Wynkoop Street, Suite 310
Denver, CO 80216

Website: www.housecallpro.com

Phone: 858.251.9751

Founded: 2013

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.3

Open Positions: 44

U.S.: 20

International: 24

Sales: 7

Other: 37

Competition:

Jobber

Simpro

Workiz

Key Officers:

Michael Beaudoin – CEO

Brooks Pettus – COO

Ian Heidt – Co-Founder, President

Key Board Members:

Alex Melamud – Partner, Permira

Benedict Rocchio – Partner, Baird Capital

Eric Carlborg – Founding Partner, Lobby Capital

Ian Heidt – Co-Founder & President, Housecall Pro

Key Investors:

Baird Capital

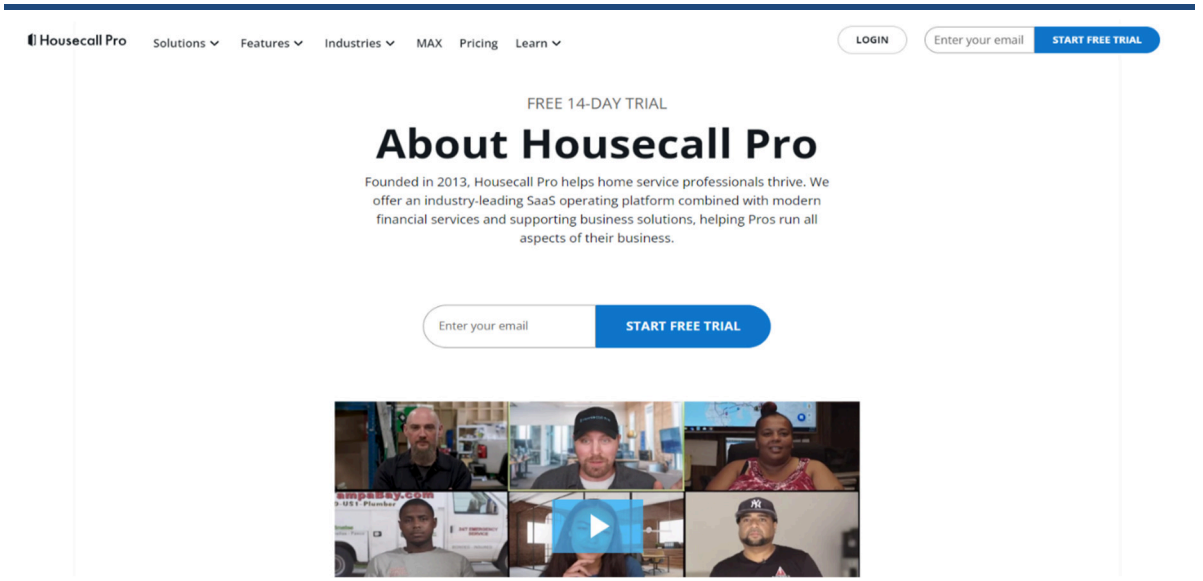
Permira

Vista Equity Partners

Most Recent Funding: \$125M, June '22

Valuation At Last Round (\$B): 1.15

Company Description: Housecall Pro is a cloud-based SaaS platform combined with modern financial tools that aid home service professionals. In one location, users are able to organize and upgrade their businesses. Housecall Pro offers tools that allow users to simplify booking, dispatching, invoicing, and communicating with their customers. Professionals can send custom texts, convert estimates to work orders and invoices, and send payments through the secure payment solution. More than 30,000 businesses trust Housecall Pro, including Able Business Services, LAVITY Cleaning, and Canada INC. Since its founding the company has raised ~\$175M in funding.



Source: Citizens JMP Securities, LLC estimates, Company website, Gartner, Glassdoor, LinkedIn

Hugging Face

Location:

20 Jay Street, Suite 620
New York, NY 11201

Website: <https://huggingface.co>
Phone: 718.912.4927

Founded: 2016

JMP Revenue Estimate (\$M): 25-50

Glassdoor Rating: 4.6

Open Positions: 11

U.S.: 11
International: 0
Sales: 1
Other: 10

Competition:

GitHub
MindsDB

Key Officers:

Clement Delangue – CEO & Co-Founder
Julien Chaumond – CTO & Co-Founder
Thomas Wolf – Chief Science Officer & Co-Founder
Anthony Moi – Head of Infrastructure

Key Board Members:

Clement Delangue – CEO & Co-Founder, Hugging Face
Julien Chaumond – CTO & Co-Founder, Hugging Face
Brandon Reeves – General Partner, Lux Capital
Lee Fixel – Former Partner, Tiger Global Management

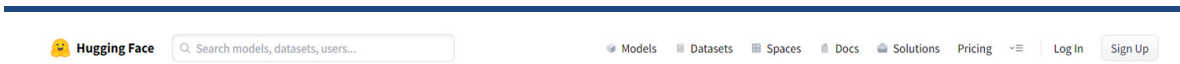
Key Investors:

AIX Ventures
Coatue Management
Salesforce Ventures
Sequoia Capital
Thirtyfive Ventures

Most Recent Funding: \$235M Series D, Aug '21

Valuation At Last Round (\$B): 4.5

Company Description: Hugging Face is an AI community building company that creates and shares machine learning models. The platform offers tools for natural language processing, audio, and reinforcement learning. Its most popular product is a platform called Hub where users can create, discover, and collaborate on machine learning projects. Hugging Face also includes an Inference API that can run large-scale Natural Language Processing models. Customers include Meta AI, Amazon Web Services, Google, Grammarly, and Microsoft. Since its founding, Hugging Face has raised ~\$395M in funding.



The AI community building the future.

Build, train and deploy state of the art models powered by
the reference open source in machine learning.

Star 105,544

Human Interest

Location:
655 Montgomery Street, Suite 1800
San Francisco, CA 94111

Website: humaninterest.com
Phone: 877.475.0179

Founded: 2015
JMP Revenue Estimate (\$M): >100
Glassdoor Rating: 3.8

Open Positions: 4
U.S.: 4
International: 0
Sales: 1
Other: 3

Competition:
Guideline
Paychex

Key Officers:
Jeff Schneble – CEO
Rakesh Mahajan – CRO
Abhi Mishra – Chief Technology Officer

Key Board Members:
Jane Alexander – CMO, Carta
Bruce Felt – Former CFO, Domo

Key Investors:
BlackRock
Crosslink Capital
Glynn Capital
NewView Capital
U.S. Venture Partners

Most Recent Funding: \$161M PE Round, Jan '23
Valuation At Last Round (\$B): 1 (as of Aug '21)

Company Description: Human Interest is a full-service 401(k) and 403(b) provider that aims to help small and medium-sized businesses assist their employees with investing for retirement. Human Interest offers affordable 401(k) plans, takes care of compliance testing, and provides a built-in investment education and automatic portfolio rebalancing system. Local fitness companies, small automotive businesses, nonprofit organizations, and more are utilizing Human Interest. The company has raised ~\$498M in funding.

The screenshot shows the Human Interest website. At the top, there is a navigation bar with the company logo and menu items: Pricing, Retirement Solutions, Payroll Integrations, Who We Serve, and Learn. On the right side of the navigation bar are 'Log In' and 'Talk to Sales' buttons. The main content area has a light orange background. On the left, the headline reads 'Reinventing the 401(k).', followed by the text 'Human Interest makes it easy and affordable to help your employees save for retirement.' and a 'Get Started' button. On the right, there is a 'Your Company Plan Summary' dashboard with three charts: 'Total balance' (a bar chart), 'Contributions' (a line graph showing an upward trend), and 'Automated Activity' (a horizontal bar chart). To the right of the dashboard is a list of four benefits, each in a colored rounded rectangle with a checkmark icon: 'Automate more than 15 admin tasks' (orange), 'Fair pricing and zero transaction fees' (blue), 'Flexible plans and portfolios' (purple), and 'Seamless connection with 400+ payrolls' (green).

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

Icertis

Location:

14711 NE 29th Place, Suite 100
Bellevue, WA 98007

Website: www.icertis.com

Phone: 425.869.7649

Founded: 2009

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.9

Open Positions: 98

U.S.: 25

International: 73

Sales: 11

Other: 87

Competition:

Agiloft

Conga

DocuSign

Sirion

Key Officers:

Samir Bodas – Co-Founder & CEO

Monish Darda – Co-Founder & CTO

Rajat Bahri – CFO

Anand Veerkar – CRO

Key Board Members:

Samir Bodas – Co-Founder & CEO, Icertis

Monish Darda – Co-Founder & CTO, Icertis

John Connors – Partner, Ignition Partners

Paul Madera – Co-Founder, Meritech Capital Partners

Key Investors:

HDS Capital

Karmel Capital

SVB Financial Group

Most Recent Funding: \$150M Debt Financing, Nov '22

Valuation At Last Round (\$B): 5 (as of Nov '21)

Company Description: Icertis is a contract lifecycle management company that has 10M+ contracts under management in over 40+ languages across 90+ countries. Its enterprise contract intelligence platform covers the full lifecycle of contract management capabilities, including contract setup, approvals, negotiations, and all other aspects of ongoing contract operations. Customers of Icertis include AbbVie, Airbus, Cognizant, Daimler, Google, Humana, Johnson & Johnson, Microsoft, and Sanofi. The company has raised ~\$516M in funding since its founding.

Unlock your contract data and realize big value from your small print

Transform your business agreements into structured, connected, and on-demand data to automate processes, maximize contract value, and reduce risk.

Explore Contract Intelligence

Source: Citizens JMP Securities, LLC estimates, Company website, Gartner, Glassdoor

Inflection AI

Location:

650 Page Mill Road
Palo Alto, CA 94304

Website: www.inflection.ai

Phone: 650.493.9300

Founded: 2022

JMP Revenue Estimate (\$M): <10

Glassdoor Rating: N/A

Open Positions: 12

U.S.: 11

International: 1

Sales: 0

Other: 12

Competition:

Adept

Anthropic

OpenAI

Key Officers:

Mustafa Suleyman – CEO & Co-Founder

Karén Simonyan – Co-Founder & Chief Scientist

Reid Hoffman – Co-Founder

Key Board Members:

Reid Hoffman – Co-Founder, Inflection AI

Key Investors:

Bill Gates

Microsoft

Nvidia

Most Recent Funding: \$1.3B Venture Round, June '23

Valuation At Last Round (\$B): 4

Company Description: Inflection AI is a public benefit corporation that creates personalized AI through its studio. The company's mission is to produce and release AI that is accessible and beneficial for people all over the world. In May 2023, the company released its first chatbot: Pi. This innovative chatbot acts as a companion for the user and is capable of offering advice, or engaging in highly emotional conversations. One can access Pi through WhatsApp, SMS, Instagram, Online, or while using Facebook. The company has raised ~\$1.5 billion in funding.



Source: Citizens JMP Securities, LLC estimates, Company website, Gartner, Glassdoor, Forbes

Infobip

Location:

35 – 38 New Bridge Street
London, EC4V 6BW

Website: www.infobip.com

Phone: +44 20 7837 4180

Founded: 2006

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: N/A

Open Positions: 90

U.S.: 81

International: 9

Sales: 23

Other: 67

Key Officers:

Silvio Kusic – CEO

Roberto Kusic – Co-Founder & COO

Richard Kraska – CFO

Key Board Members:

Ante Kusurin – One Equity Partners

Key Investors:

Ares Management

BlackRock

One Equity Partners

Most Recent Funding: \$500M Debt Financing, Nov '21

Valuation At Last Round (\$B): 10

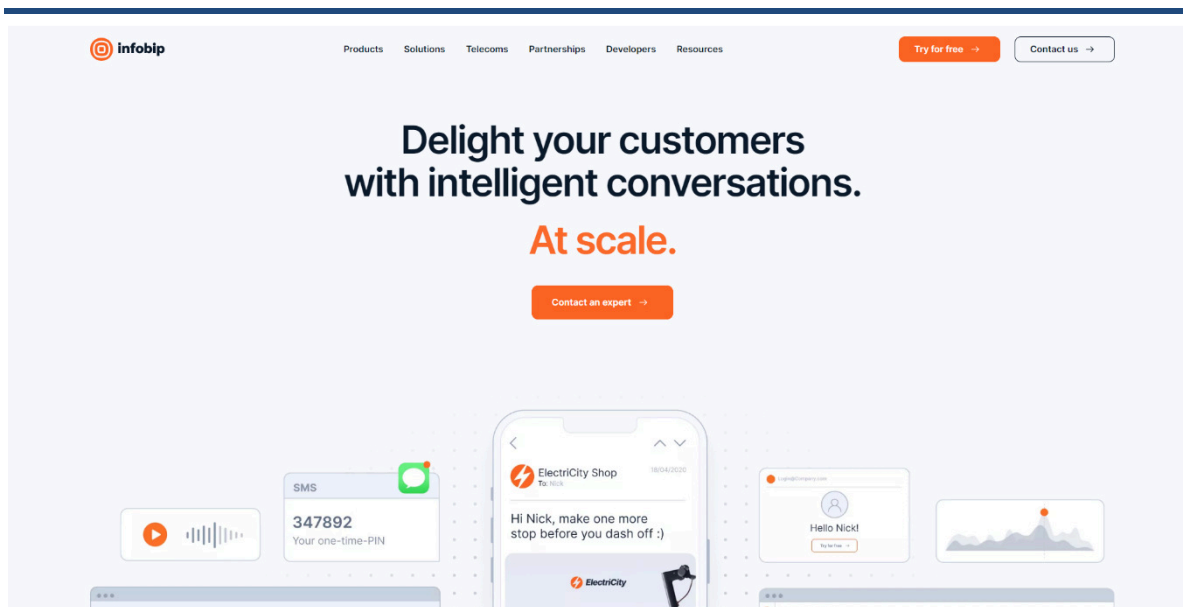
Competition:

Sinch

Twilio

Vonage

Company Description: Infobip is a communications platform (CPaaS) and conversational AI company that helps companies retain, engage, and support their customers over all channels. Infobip's products include applications such as conversational experience cloud, customer engagement solution, cloud contact center, chatbot building platform, and a customer data platform. Customers include Braze, HubSpot, Meta, T-Mobile, and Uber. The company has raised a total of ~\$800M since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Crunchbase, Glassdoor

Invoca

Location:
564 Market St., #250
San Francisco, CA 94111

Website: www.invoca.com
Phone: 888.989.4996

Founded: 2010
JMP Revenue Estimate (\$M): >100
Glassdoor Rating: 4.3

Open Positions: 5
U.S.: 5
International: 0
Sales: 2
Other: 3

Competition:
CallRail
Five9
Marchex
Nimbata

Key Officers:
Gregg Johnson – CEO
Michael DiFilippo – CFO
Ben Sullivan – EVP, Sales

Key Board Members:
Brett Queener – Managing Director, Bonfire Ventures
Kobie Fuller – General Partner, Upfront Ventures

Key Investors:
Accel
HIG Capital
Morgan Stanley
Salesforce Ventures
Silver Lake
Upfront Ventures

Most Recent Funding: \$83M Series F, June '22
Valuation At Last Round (\$B): 1.1

Company Description: Invoca is an AI-powered call tracking and conversational analytics company. Through advanced machine learning, the platform can interpret information that is shared through calls within the spaces of marketing, sales, or customer experience. Revenue teams are able to turn conversation data into automated action. Customers include Dish, Frontier, DirecTV, Pearson, and First Franklin Financial. Invoca has raised ~\$200M in funding.

INVOCA Product Solutions Pricing Customers Resources Company [Get a demo](#)

R NOMINATION | DEADLINE JULY 14, 2023 THE INVOKA IMPACT AWARDS - SUBMIT YOUR NOMINATION | DEADLINE JULY 14, 2023 THE INVOKA IMPACT AWARDS - SUBMIT

Are you getting credit for all of your conversions?

Are you ignoring data from your phone channel? It could be costing your business millions in lost revenue. Invoca's AI unlocks new data so you can win more customers for less money.

Do you want to:

- Drive more conversions and boost your return on ad spend
- Boost your agent performance and conversion rates
- Help your business locations turn more callers into customers

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Iterable

Location:

201 Spear Street, Suite 1050
San Francisco, CA 94105

Website: www.iterable.com

Phone: 650.683.1194

Founded: 2013

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.9

Open Positions: 13

U.S.: 12

International: 1

Sales: 7

Other: 6

Competition:

Adobe

Attentive

Braze

Salesforce

Key Officers:

Andrew Boni – Co-Founder & CEO

Jeff Samuels – COO

Will Johnson – CFO

Adriana Gil Miner – CMO

Samya DasSarma – SVP of Engineering

Key Board Members:

Murat Bicer – General Partner, CRV

Stephanie Buscemi – CMO, Confluent

Lee Wittlinger – Managing Director, Silver Lake

Key Investors:

CRV

Glynn Capital

Silver Lake

Viking Global Investors

Most Recent Funding: \$200M Series E, June '21

Valuation At Last Round (\$B): 2

Company Description: Iterable is an AI-powered, cross-channel communications platform that enables organizations to create, execute, and optimize campaigns. The company aims to engage customers throughout the entire lifecycle, allowing users to personalize each channel. Customers include Box, Calm, Priceline, Redfin, SeatGeek, and Zillow. The company has raised over \$342M in funding since 2013.

ITERABLE

Product Solutions Customers Resources Blog Support Activate 2023

Demo Login

Connect with your customers like you actually know them.

Iterable is a cross-channel marketing platform that powers unified customer experiences and empowers you to create, optimize and measure every interaction across the entire customer journey.

Request Demo Get a Peek

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Kong

Location:

150 Spear Street, Suite 1600
San Francisco, CA 94105

Website: www.konghq.com

Phone: 628.243.7512

Founded: 2017

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.8

Open Positions: 39

U.S.: 10

International: 29

Sales: 15

Other: 24

Competition:

Axway

Google

IBM

Microsoft

Salesforce

Software AG

Tyk

Key Officers:

Augusto Marietti – CEO

Marco Palladino – CTO

Chirag Shah – CFO

Key Board Members:

Devdutt Yellurkar – Partner, CRV

Martin Casado – Partner, Andreessen Horowitz

Mike Volpi – Partner, Index Ventures

Key Investors:

Andreessen Horowitz

CRV

GGV Capital

Index Ventures

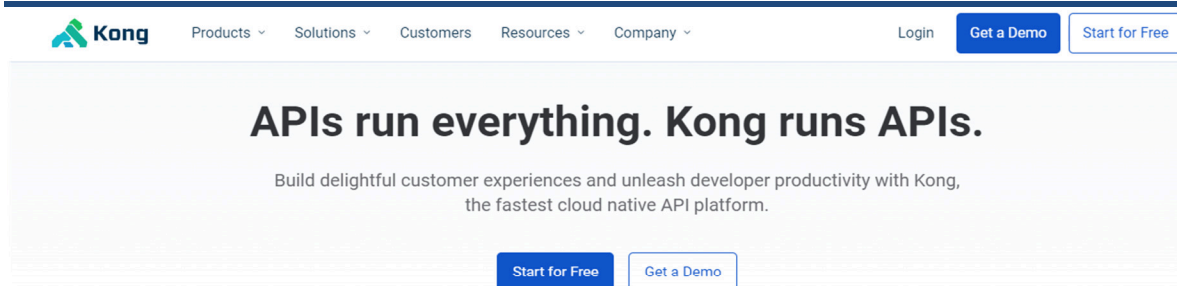
Sapphire Ventures

Tiger Global Management

Most Recent Funding: \$100M Series D, Feb '21

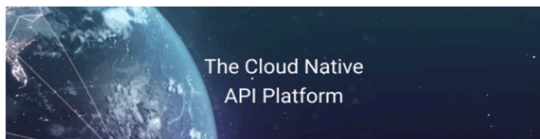
Valuation At Last Round (\$B): 1.4

Company Description: Kong is a cloud connectivity company that helps customers effectively manage APIs and microservices across multi-cloud deployments. Kong enables organizations to design, deploy, and optimize APIs with collaborative tools and granular analytics. The company is best known as the creator and primary supporter of Kong, which is one of the most widely adopted open-source Microservice API gateways. Customers include Cisco, GlaxoSmithKline, Honeywell, Orange, Papa John’s, Samsung, and T-Mobile. The company has raised over \$170M in funding since its founding.



WHY KONG

The Future of API Management is Here



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Kyriba

Location:

4435 Eastgate Mall, Suite 200
San Diego, CA 92121

Website: www.kyriba.com

Phone: 858.210.3560

Founded: 2000

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.6

Open Positions: 55

U.S.: 6

International: 49

Sales: 5

Other: 50

Competition:

Adenza

GTreasury

Oracle

SAP

Key Officers:

Melissa Di Donato – Chairman & CEO

Bruno Ferreira – CRO

Claudia Hogan – COO

Boris Lipiainen – CTO

Key Board Members:

Melissa Di Donato – Chairman & CEO, Kyriba

Michel Daher – Chairman, Daher Capital

David Nicault – Partner & Head of Technology, Bridgepoint

Key Investors:

Bridgepoint

Daher Capital

Iris Capital

Most Recent Funding: \$160M Growth Equity, Apr '19

Valuation At Last Round (\$B): 1.2

Company Description: Kyriba provides cloud treasury and finance solutions that help customers streamline key processes and protect against loss from fraud and financial risk. Its liquidity solutions include treasury management, risk management, payments, and working capital management. Kyriba serves more than 2,500 clients around the world, including Anthem, Expedia, Lowe's, LVMH, Palo Alto Networks, Peloton, Qualcomm, Ripple, Spotify, and The New York Times. The company has raised ~\$313M in funding since its founding.

Customers Developers Partners English Q

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Health Care Service Corporation

Source: Citizens JMP Securities, LLC estimates, Company website, LinkedIn, Glassdoor, Crunchbase

Legion Technologies

Location:
2010 El Camino Real, #2383
Santa Clara, CA 95050

Website: www.legion.co
Phone: 650.980.4873

Founded: 2016
JMP Revenue Estimate (\$M): 25-50
Glassdoor Rating: 4.2

Open Positions: 11
U.S.: 5
International: 6
Sales: 0
Other: 11

Competition:
ADP
Ceridian
SAP
UKG

Key Officers:
Sanish Mondkar – Founder & CEO
Isabelle Wang – CFO
Robert Means – Chief Sales Officer

Key Board Members:
Sean Jacobsohn – Partner, Norwest Venture Partners
Paul Melchiorre – Operating Partner, Stripes
Kent Parker – Former COO & EVP, Ariba
Ross Fubini – XYZ Venture Capital

Key Investors:
First Round Capital
Norwest Venture Partners
Stripes
XYZ Venture Capital

Most Recent Funding: \$50M Series C, May '21
Valuation At Last Round (\$B): 0.35

Company Description: Legion is an AI-powered workforce management platform that helps companies improve workforce efficiency and employee retention. Its workforce management solutions include demand forecasting, labor optimization, automated scheduling, employee engagement, compliance, and time/attendance. Customers span a variety of industries including food services, health and fitness, hospitality, and retail. Legion has raised \$85.5M in funding since its founding.

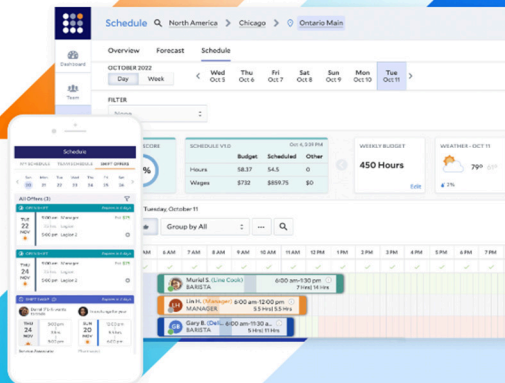


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Legion WFM

LEARN MORE



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

LogicMonitor

Location:

820 State Street, Floor 1
Santa Barbara, CA 93101

Website: www.logicmonitor.com

Phone: 805.617.3884

Founded: 2007

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.1

Open Positions: 58

U.S.: 39

International: 19

Sales: 15

Other: 43

Key Officers:

Christina Kosmowski – CEO

Carol Lee – CFO

William Corkery – CRO

Nitin Navare – CTO

Key Board Members:

Kevin McGibben – Executive Chairman, LogicMonitor

Ryan Atlas – Managing Director, Vista Equity Partners

Stephen Foster – VP, Vista Equity Partners

John Marquis – Managing Director, Providence Strategic Growth

Key Investors:

Saratoga Partners

Vista Equity Partners

Competition:

Datadog

Dynatrace

New Relic

Splunk

Sumo Logic

Company Description: LogicMonitor is a cloud-based IT Infrastructure Monitoring Platform that unifies physical, virtual, and cloud infrastructure monitoring to ensure availability and performance. LogicMonitor enables customers to monitor their entire IT infrastructure stack from the cloud and is pre-configured for on-premise, cloud, and hybrid IT infrastructure. Customers include AstraZeneca, Kayak, Nielsen, Pacific Life, Siemens, Sophos, and The Boston Globe.



The screenshot shows the LogicMonitor website homepage. The navigation bar includes links for PLATFORM, SOLUTIONS, PRICING, CUSTOMERS, RESOURCES, COMPANY, and DOCUMENTATION, along with a search icon and a 'TRY IT FREE' button. The main content area features the headline 'Effortless monitoring. Seamless troubleshooting. From infrastructure to applications.' followed by a sub-headline 'Proactively improve IT and prevent issues with SaaS-based automated monitoring that deploys in minutes with advanced features for infrastructure, applications and business services. Less remediation, more innovation.' At the bottom, there are two buttons: 'TRY IT FREE' and 'ON DEMAND DEMO'.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

Lusha

Location:

800 Boylston Street, Suite 1410
Boston, MA 02199

Website: lusha.com

Phone: N/A

Founded: 2016

JMP Revenue Estimate (\$M): 50-100

Glassdoor Rating: 3.7

Open Positions: 9

U.S.: 0

International: 9

Sales: 0

Other: 9

Key Officers:

Yoni Tserruya – Co-Founder & CEO

Assaf Eisenstein – Co-Founder & President

Ran Vered – CFO

Henry Spitzer – CRO, VP, Sales

Key Board Members:

Adam Marcus – Managing Director, Providence Strategic Growth

Lior Berger – Venture Partner, Wekix

Key Investors:

ION Crossover Partners

Providence Strategic Growth

Most Recent Funding: \$205M Series B, Nov '21

Valuation At Last Round (\$B): 1.5

Competition:

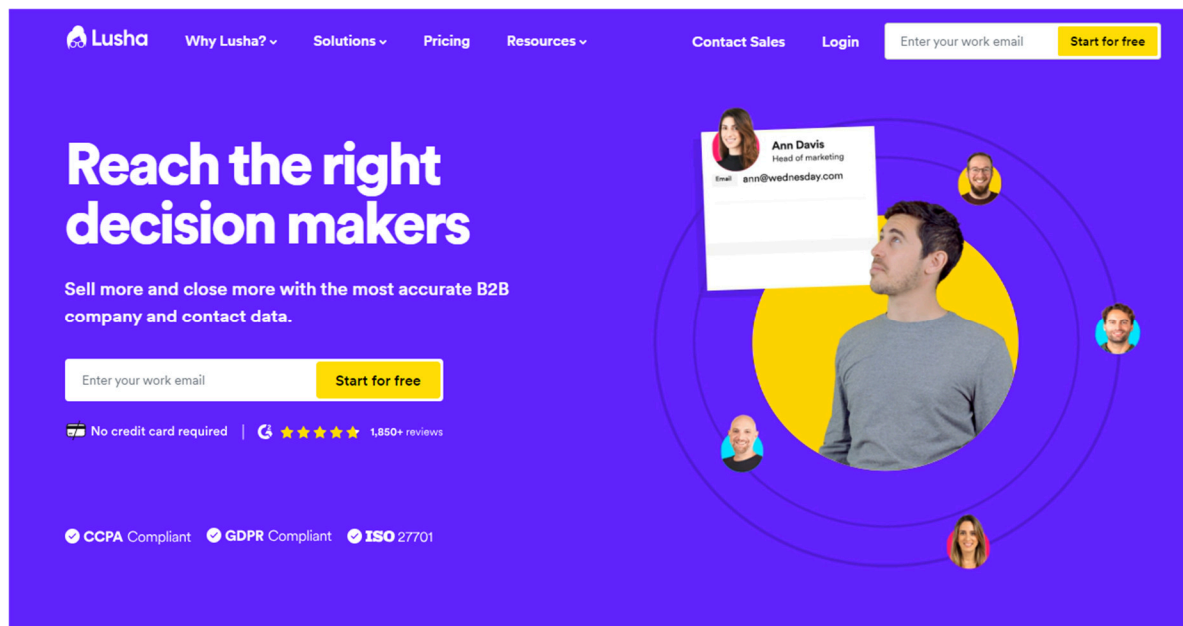
AeroLeads

Clearbit

UpLead

ZoomInfo

Company Description: Lusha is a crowdsourced data community and sales intelligence platform that helps B2B salespeople from customers of all sizes generate leads and close prospects. The solution recommends relevant prospects to accelerate sales productivity and offers services to help find contact details such as phone numbers and email addresses. Lusha is utilized by more than 670,000 sales professionals with customers including Dropbox, Google, Microsoft, Uber, and Zendesk. Lusha has raised ~\$245M in total funding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Miro

Location:

535 Mission Street
San Francisco, CA 94105

Website: <https://miro.com>
Phone: 415.669.8098

Founded: 2011
JMP Revenue Estimate (\$M): >100
Glassdoor Rating: 3.9

Open Positions: 58
U.S.: 21
International: 37
Sales: 17
Other: 41

Competition:
Figma
InVision
Mural

Key Officers:

Andrey Khusid – Co-Founder & CEO
Sangeeta Chakraborty – CRO
Varun Parmar – COO
Justin Coulombe – Head of Finance
Adam Carr – Head of Global Sales

Key Board Members:

Matthew Jacobson – General Partner, ICONIQ Partner
C. Alex Estevez – Venture Partner, Accel
Igor Ryabenkiy – Venture Investor, Altair Capital

Key Investors:

Accel
Atlassian
ICONIQ Capital
Salesforce Ventures

Most Recent Funding: \$400M Series C, Jan '22
Valuation At Last Round (\$B): 17.5

Company Description: Miro is a whiteboard platform that aims to bring enterprises together in virtual spaces. The company’s visual collaboration tools allow teams to brainstorm, plan, iterate, design, teach, and meet together. In May 2023 the company announced Miro AI. This product, which utilizes generative AI and LLMs, is a set of AI features created to streamline the process of introducing products to markets. Miro has over 50M users and customers, including Accenture, DocuSign, Cisco, Deloitte, Pivotal, and Okta. Miro has raised ~\$476M in funding since its founding.



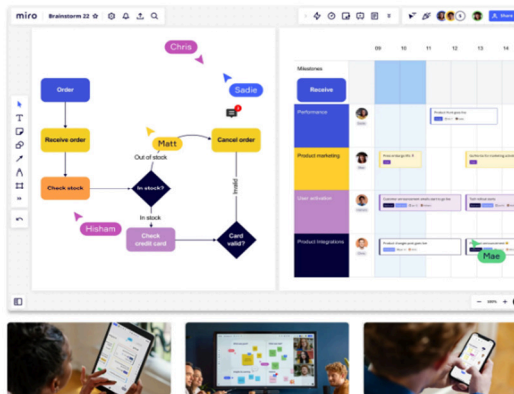
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Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Motive

Location:
55 Hawthorne Street, 4th Floor
San Francisco, CA 94105

Website: www.gomotive.com
Phone: 855.434.3564

Founded: 2013
JMP Revenue Estimate (\$M): >100
Glassdoor Rating: 4.1

Open Positions: 100
U.S.: 50
International: 50
Sales: 31
Other: 69

Competition:
Fleetio
GPS Insight
Samsara
Verizon Connect

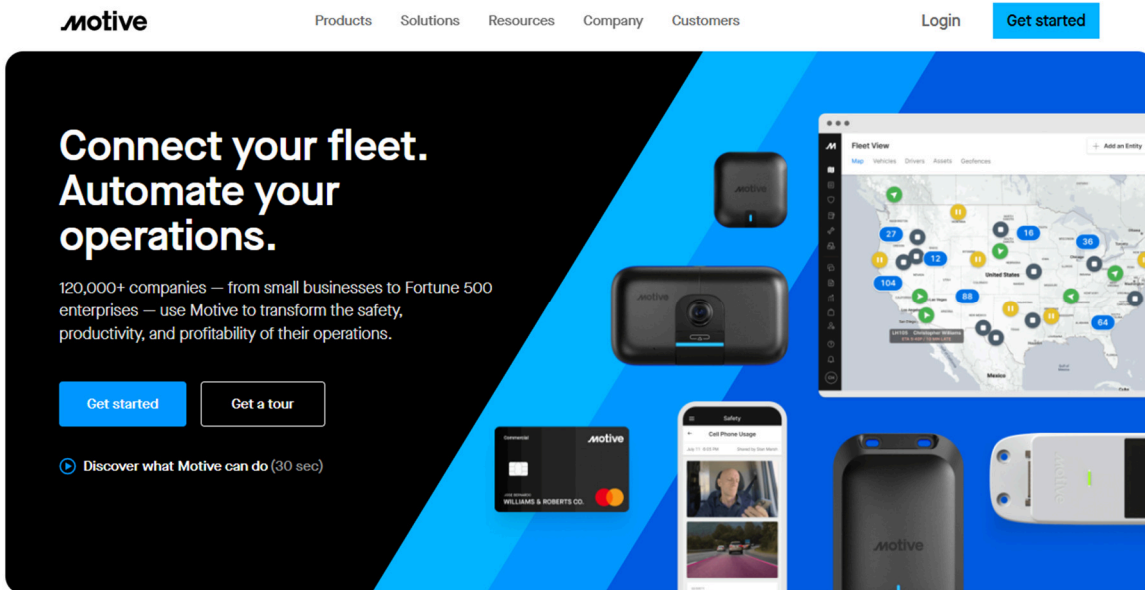
Key Officers:
Shoaib Makani – CEO & Co-Founder
Joe Moran – CFO
Brian Germain – CRO
Siva Gurumurthy – CTO

Key Board Members:
Shoaib Makani – CEO & Co-Founder, Motive
Obaid Khan – Former COO & Co-Founder, Motive
Alexander Niehenke – Partner, Scale Venture Partners
Aaron Schildkrout – Investor, Addition
Nina Achadjian – Partner, Index Ventures

Key Investors:
Greenoaks Capital
Insight Partners
IVP
Kleiner Perkins

Most Recent Funding: \$150M Series F, May '22
Valuation At Last Round (\$B): 2.85

Company Description: Motive provides a fleet management platform that gives companies real-time visibility into their fleets and drivers. The company offers solutions for driver safety, dispatch and workflow, GPS tracking, fuel, electronic logging device (ELD) compliance, and maintenance. The company has over 50,000 customers, including Cascade Drilling, Heritage-Crystal Clean, DDI Transportation, Reliable Carriers, Usher Transport, and WCD. Motive has raised ~\$567M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

Navan

Location:

3045 Park Boulevard
Palo Alto, CA 94304

Website: www.navan.com

Phone: 888.505.8747

Founded: 2015

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.2

Open Positions: 66

U.S.: 44

International: 22

Sales: 24

Other: 42

Competition:

SAP Concur

TravelPerk

Key Officers:

Ariel Cohen – Co-Founder & CEO

Ilan Twig – Co-Founder & CTO

Ram Bartov – CFO

Grant McGrail – CRO

Key Board Members:

Arif Janmohamed – Partner, Lightspeed Venture Partners

Ben Horowitz – General Partner, Andreessen Horowitz

Oren Zeev – Partner, Zeev Ventures

Key Investors:

Andreessen Horowitz

Coatue Management

Greenoaks Capital

Lightspeed Venture Partners

Most Recent Funding: \$400M Debt Financing, Dec '22 (\$304M Series G, Oct '22)

Valuation At Last Round (\$B): 9.2 (as of Oct '22)

Company Description: Navan is a cloud-based corporate travel and spend platform that manages travel booking, itinerary management, corporate payments, and expenses using AI-driven technologies. The platform utilizes AI to source content directly from airlines and hotels, from consumer travel sites, and through global distribution providers to offer one of the largest business travel inventories. In addition, the company offers global 24/7, 365-day customer support. Navan has over 5,000 customers, including Ancestry.com, Box, GameStop, Heineken, Lyft, Okta, and Pinterest. The company has raised ~\$2.2B in funding since its founding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

Neo4j

Location:

111 East 5th Avenue
San Mateo, CA 94401

Website: www.neo4j.com

Phone: 855.636.4532

Founded: 2007

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.9

Open Positions: 44

U.S.: 19
International: 25
Sales: 12
Other: 32

Competition:

Amazon
JanusGraph
OrientDB
TigerGraph
Titan

Key Officers:

Emil Eifrem – Founder & CEO
Mike Asher – CFO
Alyson Welch – CRO

Key Board Members:

Emil Eifrem – Founder & CEO, Neo4j
Emanuel Lang – Managing Partner, Greenbridge Partners
Christian Jepsen – Co-Founder, Sunstone Capital
David Klein – Co-Founder & Managing Partner, One Peak Partners
Patrick Pichette – Partner, Inovia Capital

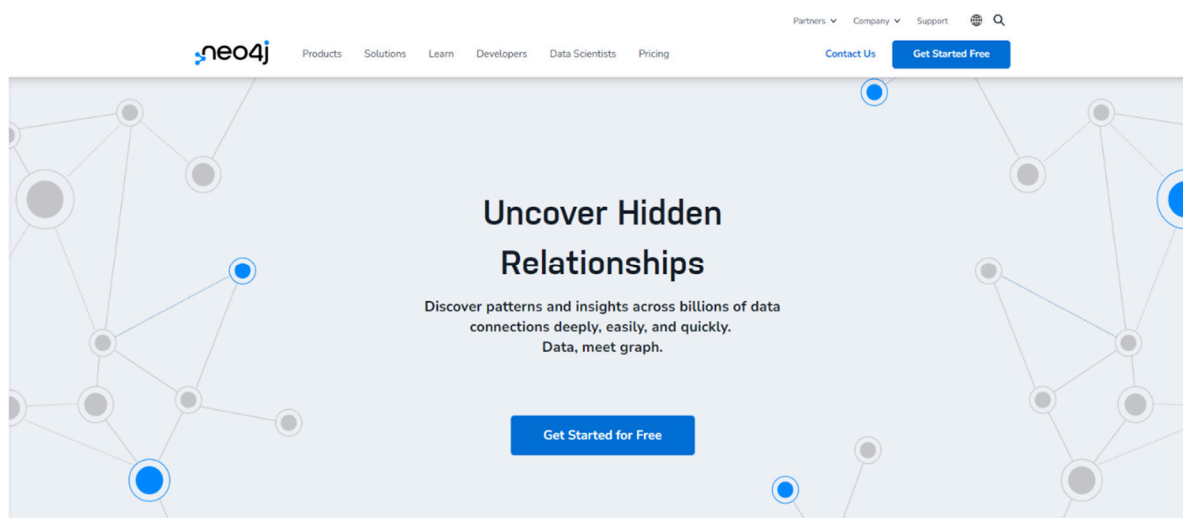
Key Investors:

Creandum
Eurazeo
Greenbridge Partners
GV
One Peak Partners

Most Recent Funding: \$391M Series F, June '21 & Nov '21

Valuation At Last Round (\$B): 2.25

Company Description: Neo4j is a native graph database that utilizes data relationships to help companies build applications that address data challenges including fraud detection, real-time recommendations, master data management, supply chain management, and network and IT operations. Customers include Adobe, Boston Scientific, Caterpillar, eBay, IBM, Lyft, Microsoft, and UBS. The company has raised over \$755M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Notion

Location:

2300 Harrison St., Floor 2
San Francisco, CA 94110

Website: www.notion.so

Phone: 415.400.4291

Founded: 2013

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.8

Open Positions: 78

U.S.: 56

International: 22

Sales: 24

Other: 54

Competition:

Asana
Atlassian
ClickUp
Monday.com
Smartsheet

Key Officers:

Ivan Zhao – Co-Founder, CEO

Rama Katkar – CFO

Akshay Kothari – COO

Erica Anderson – CRO

Key Board Members:

Josh Kopelman – Partner, First Round Capital

Key Investors:

Coatue Management

First Round Capital

Salesforce Ventures

Sequoia Capital

Sherpalo Ventures

Most Recent Funding: \$275M Series C, Oct '21

Valuation At Last Round (\$B): 10

Company Description: Notion is an all-in-one workspace and knowledge management tool for teams that has solutions for enterprises, small businesses, and individuals. Platform functionalities include roadmaps, meeting notes, custom documents, and wikis that can be accessed across teams. The company has over 20M users and its customer base includes Axios, Figma, Match Group, Pixar, Pleo, and Spotify. The company has raised over \$340M in funding since its founding.


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Your  wiki,  docs,
&  projects. Together.

Notion is the connected workspace where
better, faster work happens. Now with AI ✨

[Get Notion free →](#)



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

o9 Solutions

Location:
1501 Lyndon B. Johnson Freeway
Dallas, TX 75234

Website: www.o9solutions.com
Phone: 214.838.3125

Founded: 2009
JMP Revenue Estimate (\$M): >100
Glassdoor Rating: 4

Open Positions: 127
U.S.: 11
International: 116
Sales: 10
Other: 117

Competition:
Blue Yonder
E2open
GAINSystems
Logility
Kinaxis

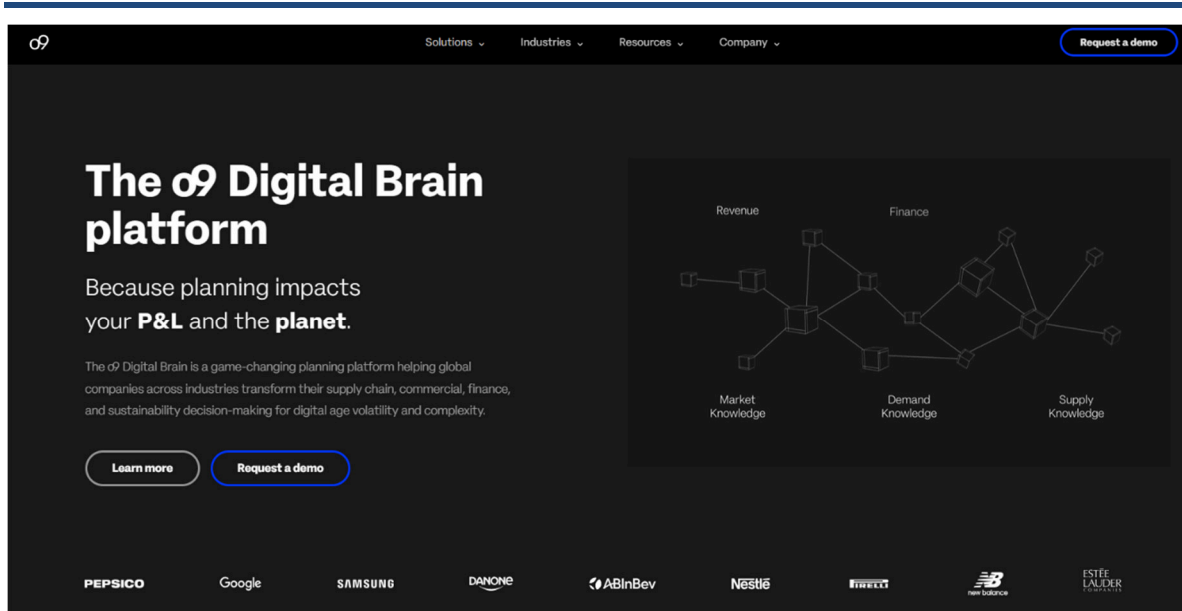
Key Officers:
Chakri Gottemukkala – Co-Founder & CEO
Igor Rikalo – President & COO
Anand Govind – CFO
Stephan de Barse – CRO

Key Board Members:
Sanjiv Sidhu – Co-Founder, o9 Solutions
Gary Reiner, Operating Partner, General Atlantic
Jake Heller, Partner, KKR
Tanzeen Syed, MD, General Atlantic

Key Investors:
General Atlantic
Generation Investment Management
KKR

Most Recent Funding: \$116M PE Round, July '23
Valuation At Last Round (\$B): 3.7

Company Description: o9 Solutions offers an AI-powered platform called the Digital Brain, which helps companies make intelligent planning decisions. The Digital Brain helps customers across a variety of industries make integrated planning decisions around supply chain, commercial, and P&L functions. The company has raised ~\$533M in total funding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, PitchBook

OneStream

Location:

191 North Chester Street
Birmingham, MI 48009

Website: www.onestreamsoftware.com

Phone: 248.650.1490

Founded: 2010

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.1

Open Positions: 57

U.S.: 38

International: 29

Sales: 20

Other: 37

Competition:

Anaplan

BlackLine

FloQast

Oracle

Key Officers:

Tom Shea – CEO & Co-Founder

Bill Koefoed – CFO

Ken Hohenstein – CRO

Bob Powers – CTO & Co-Founder

Key Board Members:

Tom Shea – CEO & Co-Founder, OneStream

General (Ret.) David H. Petraeus – Chairman, KKR Global Institute

Dave Welsh – Member & Head of TMT Growth Equity, KKR

Mike Burkland – Executive Chairman, Five9

Key Investors:

D1 Capital Partners

Investment Group of Santa Barbara

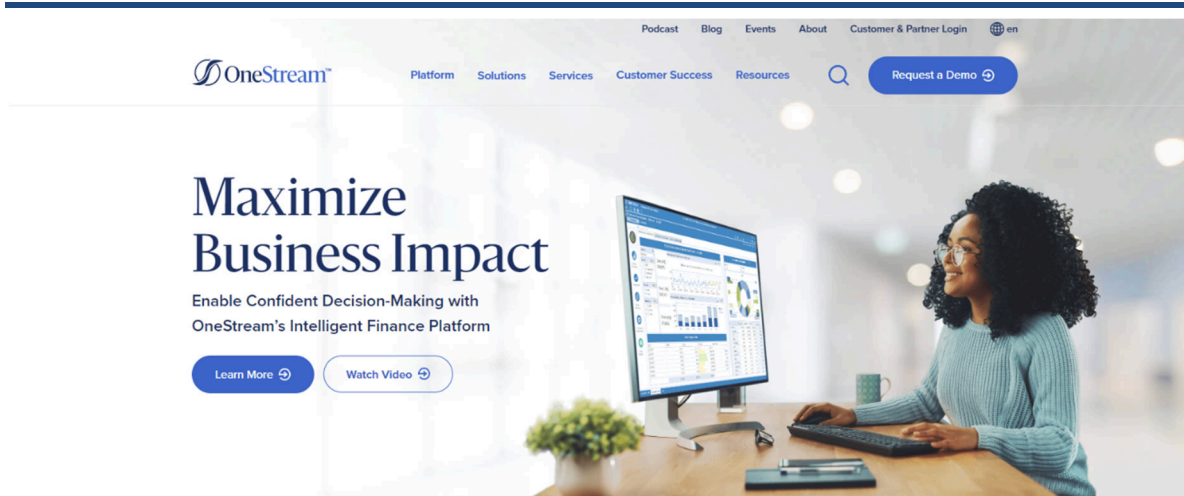
KKR

Tiger Global Management

Most Recent Funding: \$200M Series B, Apr '21

Valuation At Last Round (\$B): 6

Company Description: OneStream Software is a unified platform for corporate performance management that provides key capabilities in the areas of financial close and consolidation, reporting and analytics, financial signaling, planning, budgeting, forecasting, and financial data quality in the cloud or on-premise across organizations. Customers include AAA, Amazon, Capital One, Costco, Discovery, Dynatrace, T-Mobile, and Walmart. The company has raised ~\$200M in total funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, PitchBook

OpenAI

Location:

3180 18th Street
San Francisco, CA 94110

Website: <https://openai.com>

Phone: 650.387.6701

Founded: 2015

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.5

Open Positions: 138

U.S.: 118

International: 20

Sales: 22

Other: 116

Competition:

Anthropic

Cohere

Google (Deepmind)

Stability AI

Key Officers:

Sam Altman – CEO & Co-Founder

Brad Lightcap – COO

Greg Brockman – President & Co-Founder

Key Board Members:

Bret Taylor – Former CEO, Salesforce

Larry Summers – Former U.S. Secretary of the Treasury

Adam D'Angelo – CEO, Quora

Key Investors:

Andreessen Horowitz

K2 Global

Microsoft

Sequoia Capital

Thrive Capital

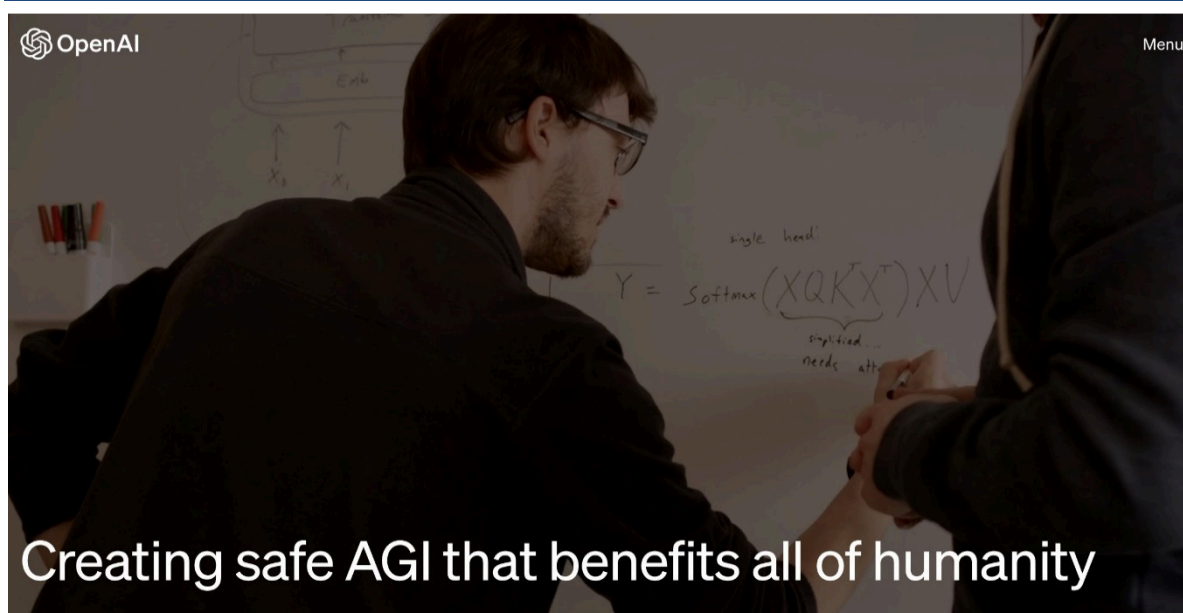
Tiger Global Management

Most Recent Funding: \$300M Series E, Apr '23 (\$10B

Corporate Round, Jan '23)

Valuation At Last Round (\$B): 29

Company Description: OpenAI is an AI research and deployment company that focuses on providing innovative artificial intelligence to all of humanity. OpenAI is most known for its product Chat GPT, which was released in November of 2022. This product is an AI chatbot that is able to generate human-like text and aid with tasks, such as composing emails, essays, and code. OpenAI also released a more advanced version of Chat GPT called GPT-4 in March 2023. Since its founding the company has raised ~\$11.3B in funding.



Creating safe AGI that benefits all of humanity

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, PitchBook

Outreach

Location:

333 Elliott Avenue West, #500
Seattle, WA 98119

Website: www.outreach.io

Phone: 888.938.7356

Founded: 2014

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.4

Open Positions: 28

U.S.: 13

International: 15

Sales: 8

Other: 20

Competition:

Gong

Revenue.io

Salesloft

ZoomInfo

Key Officers:

Manny Medina – CEO

Melissa Fisher – CFO

David Ruggiero – President of GTM

Key Board Members:

Rajeev Batra – Partner, Mayfield Fund

Sue Bostrom – Former EVP & CMO, Cisco

Karan Mehandru – Managing Director, Madrona

Sandesh Patnam – Steadfast Capital

Key Investors:

Premji Invest

Salesforce Ventures

Sapphire Ventures

Sequoia Capital

Steadfast Capital Ventures

Tiger Global Management

Most Recent Funding: \$200M Series G, June '21

Valuation At Last Round (\$B): 4.4

Company Description: Outreach is a sales engagement and intelligence platform that helps enterprises drive sales productivity by optimizing interactions throughout the customer lifecycle. The platform manages customer interactions across email, voice and social, and leverages machine learning to create actionable insights for revenue leaders. Customers of Outreach include Adobe, DocuSign, Gravity Payments, Snowflake, and Zoom. The company has raised \$489M in funding since its founding.

Create and close more pipeline

The Outreach Sales Execution Platform helps sales teams efficiently create pipeline and predictably close more deals.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

OutSystems

Location:

55 Thomson Place, 2nd Floor
Boston, MA 02210

Website: www.outsystems.com

Phone: 617.837.6840

Founded: 2001

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4

Open Positions: 44

U.S.: 5

International: 39

Sales: 16

Other: 28

Competition:

Appian

Kony

Mendix

Pegasystems

Key Officers:

Paulo Rosado – Founder & CEO

Carlos Alves – COO

Christine Nurnberger – CMO

Key Board Members:

Paulo Rosado – Founder, CEO & Chairman, OutSystems

Stephen Shanley – Partner, KKR

Joaquim Sérvulo Rodrigues – Partner, Armilar Venture Partners

Anu Bharadwaj – COO, Atlassian

Kara Wilson – Senior Advisor, KKR

Key Investors:

Armlar Venture Partners

Goldman Sachs

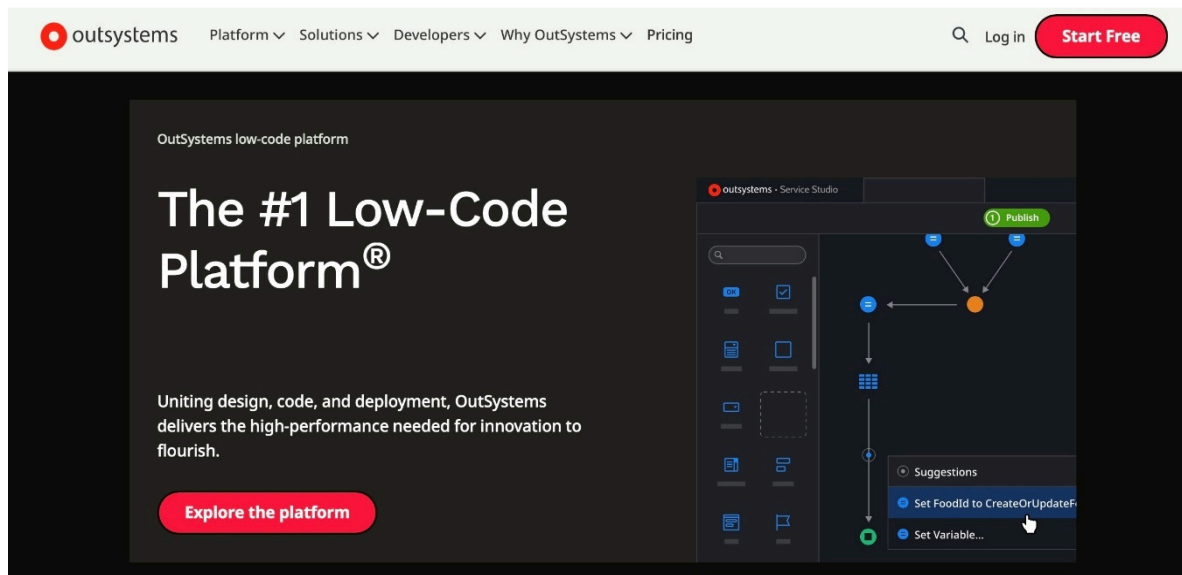
Guidepost Growth Equity

KKR

Most Recent Funding: \$230M Series G, Oct '22

Valuation At Last Round (\$B): 4.4

Company Description: OutSystems is a platform designed to help organizations rapidly build enterprise-grade applications. The solution offers a combination of low-code development and advanced mobile capabilities which enables organizations to quickly develop mobile and web apps. Customers include Bosch, Humana, KPMG, Volkswagen, and Santander. The company has raised over \$800M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

OwnBackup

Location:

940 Sylvan Avenue
Englewood Cliffs, NJ 07632

Website: www.owndata.com

Phone: 646.503.5100

Founded: 2015

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.5

Open Positions: 57

U.S.: 35

International: 22

Sales: 0

Other: 57

Competition:

Acronis

Datto

Druva

Rubrik

Veeam

Key Officers:

Sam Gutmann – CEO

Ariel Berkman – Co-Founder & Chief Product Security Officer

Jake Kornreich – CFO

Kevin Delane – CRO

Key Board Members:

Aviad Ariel – General Partner, Vertex Ventures

Nikitas Koutoupes – Managing Director, Insight Partners

Bob DeSantis – Former Chief Strategy Officer, Conga

Harpinder Singh – Partner, Innovation Endeavors

Key Investors:

Alkeon Capital Management

B CapitalGroup

BlackRock

Insight Partners

Salesforce Ventures

Sapphire Ventures

Tiger Global Management

Most Recent Funding: \$240M Series E, Aug '21

Valuation At Last Round (\$B): 3.35

Company Description: OwnBackup is a cloud-to-cloud data protection platform that provides secure, automated, daily backups and data restore tools for SaaS and PaaS data. Its products provide services such as recover (protect data with automated backups), secure (strengthen data), and archive data. The company has over 6,000 customers, including AECOM, Cargill, Coupa, IHG, Make-A-Wish, and the University of Florida. Since its founding, OwnBackup has raised ~\$507M in funding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Pendo

Location:

301 Hillsborough St.
Raleigh, NC 27603

Website: www.pendo.io

Phone: 877.320.8484

Founded: 2013

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.2

Open Positions: 36

U.S.: 30
International: 6
Sales: 14
Other: 22

Competition:

Amplitude
Heap
Mixpanel
WalkMe

Key Officers:

Todd Olson – Founder & CEO
Erik Troan – Founder & CTO
Rahul Jain – Founder & VP, Business Development
Jennifer Kaelin – CFO

Key Board Members:

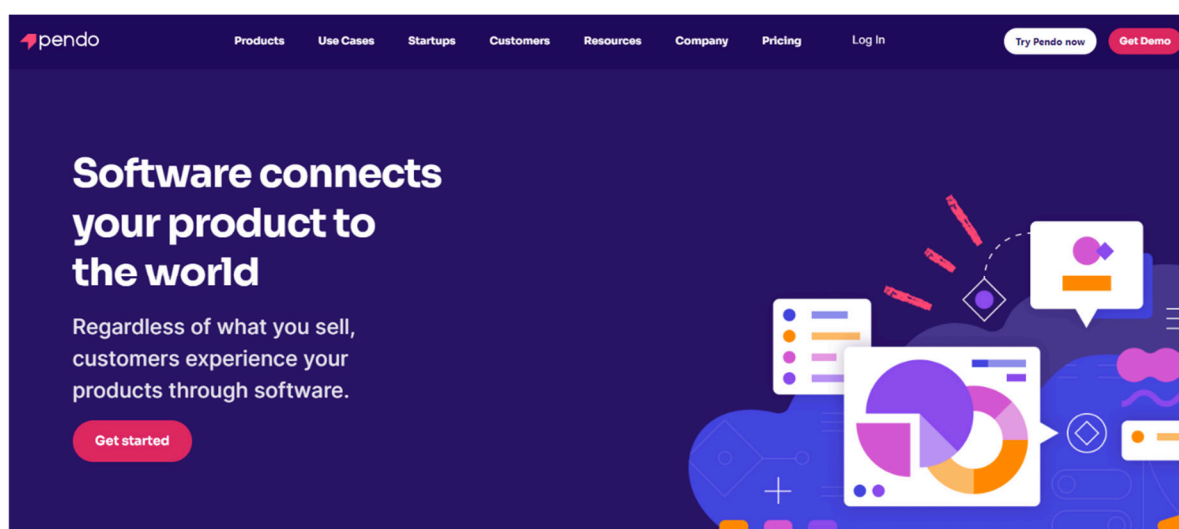
Brett Queener – Partner, Bonfire Ventures
Neeraj Agrawal – General Partner, Battery Ventures
Robert Ward – Co-Founder & Partner, Meritech Capital Partners

Key Investors:

B Capital Group
Battery Ventures
FirstMark Capital
Salesforce Ventures
Sapphire Ventures
Silver Lake
Thoma Bravo

Most Recent Funding: 150M Series F, July '21
Valuation At Last Round (\$B): 2.6

Company Description: Pendo is a product adoption platform that provides Product Experience solutions for customer-facing software and Digital Adoption solutions for employee-facing software. The platform helps organizations drive more usage of their applications. Common use cases of the platform include user onboarding, product engagement, in-app support, and feedback collection. The company has over 2,000 customers, including Bright Horizons, Henry Schein, Morgan Stanley, PagerDuty, Okta, OpenTable, and Salesforce. The company has raised ~360M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, LinkedIn, Glassdoor, PitchBook

Perplexity

Location:

341 Moultrie Street
San Francisco, CA 94110

Website: www.perplexity.ai

Phone: 707.641.2519

Founded: 2022

JMP Revenue Estimate (\$M): <10

Glassdoor Rating: N/A

Open Positions: 5

U.S.: 5

International: 0

Sales: 0

Other: 5

Competition:

Andi

Komo

Microsoft (Bing)

OpenAI

Key Officers:

Aravind Srinivas, Ph.D. – Co-Founder & CEO

Denis Yarats, Ph.D. – Co-Founder & CTO

Johnny Ho – Co-Founder & Chief Strategy Officer

Andy Konwinski, Ph.D. – Co-Founder & President

Key Board Members:

Andy Konwinski, PhD – Co-Founder & President

Peter Sonsini – General Partner, NEA

Key Investors:

Databricks Ventures

Elad Gil – Co-Founder, Mixer Labs and Color Health

IVP

Jeff Bezos

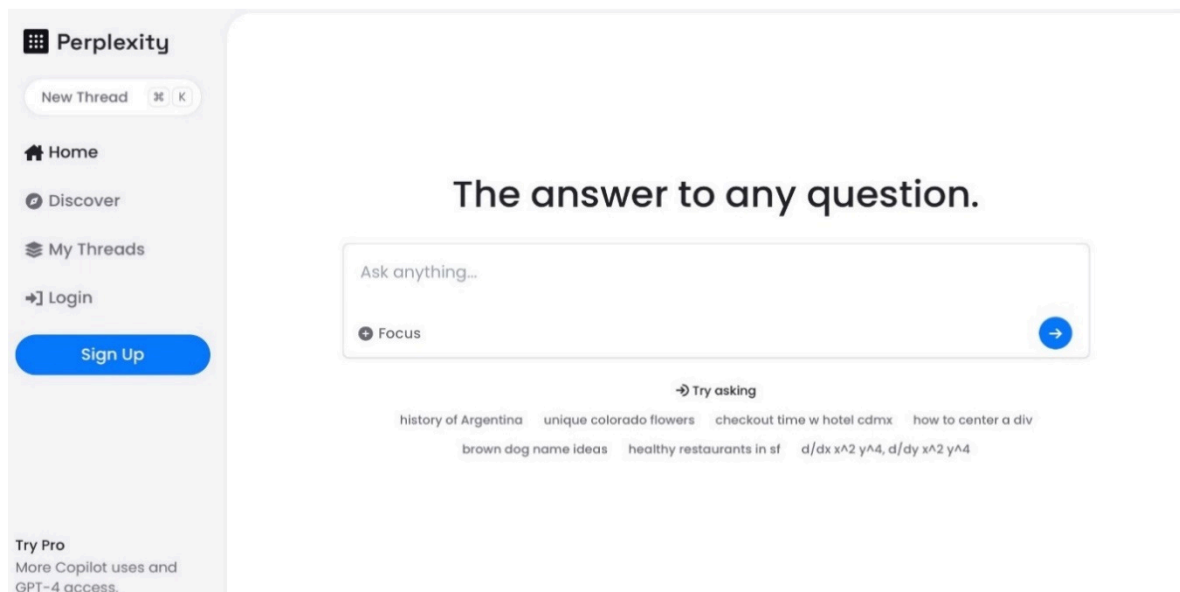
NEA

Nvidia

Most Recent Funding: \$73.6M Jan '24

Valuation At Last Round (\$B): 0.52

Company Description: Perplexity is an AI-chat based conversational tool that aims to challenge the traditional search engine model. This tool uses machine learning and Natural Language Processing (NLP) to respond to users' questions. The chatbot is able to generate emails, write essays, and code. An important feature that sets Perplexity AI apart from competitors is that it offers links to direct sources when providing answers to a prompt. Since its founding, the company has raised ~\$102M in funding.



The screenshot displays the Perplexity AI web interface. On the left is a navigation sidebar with options: Home, Discover, My Threads, Login, and a prominent blue Sign Up button. The main content area features the headline "The answer to any question." above a large search input field labeled "Ask anything...". Below the input field is a "Focus" button and a blue arrow button. Underneath the search bar, there is a "Try asking" prompt followed by several example search queries: "history of Argentina", "unique colorado flowers", "checkout time w hotel cdmx", "how to center a div", "brown dog name ideas", "healthy restaurants in sf", and "d/dx x^2 y^4, d/dy x^2 y^4". At the bottom left of the interface, there is a "Try Pro" section with the text "More Copilot uses and GPT-4 access."

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Phenom

Location:

300 Brookside Ave, Building 18 #200
Ambler, PA 19002

Website: www.phenom.com

Phone: 267.282.0098

Founded: 2011

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.8

Open Positions: 76

U.S.: 4

International: 72

Sales: 8

Other: 68

Competition:

ADP

BambooHR

Gem

SAP

Key Officers:

Mahe Bayireddi – CEO & Co-Founder

Brad Goldoor – Chief People Officer & Co-Founder

Hari Bayireddi – COO & Co-Founder

Davinder Athwal – CFO

Eric Offner – SVP, Enterprise Sales in North America

Key Board Members:

Tim Guleri – Managing Director, Sierra Ventures

Rudy Karsan – Managing Partner, Karlani Capital

Key Investors:

B Capital Group

Dragoneer Investment Group

GoldenArc Capital

OMERS Growth Equity

Most Recent Funding: \$100M Series D, Apr '21

Valuation At Last Round (\$B): 1.4

Company Description: Phenom is a global HR technology company that provides an AI-based SaaS platform called Talent Experience Management. Phenom Talent Experience Management (TXM) helps personalize and automate the talent experience for candidates, recruiters, employees, and management, resulting in improvements in talent acquisition and talent management efforts. 500+ customers use Phenom, including Land O'Lakes, Micro Focus, NFI Industries, and Southwest Airlines. The company has raised ~\$161M in funding since its founding.



Platform Solutions Company Resources

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Make every
talent moment
phenomenal.



An AI-powered platform to hire faster,
develop better, and retain longer.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Pinecone

Location:

1375 Broadway, Floor 11
New York, NY 10018

Website: www.pinecone.io

Phone: 650.293.2755

Founded: 2019

JMP Revenue Estimate (\$M): <10

Glassdoor Rating: NA

Open Positions: 36

U.S.: 31

International: 5

Sales: 9

Other: 27

Competition:

DataStax (Astra DB)

Elastic

Milvus

MongoDB

Weaviate

Key Officers:

Edo Liberty – CEO & Founder

Ifat Villaret – Director of Finance

Ram Sriharsha – VP Engineering

Lior Ehrenfeld – VP Finance & Ops

Elan Dekel – VP Product

Key Board Members:

Edo Liberty – CEO & Founder, Pinecone

Peter Wagner – Founding Partner, Wing Venture Capital

Tim Tully – Partner, Menlo Ventures

Key Investors:

Andreessen Horowitz

ICONIQ Capital

Menlo Ventures

Wing Venture Capital

Most Recent Funding: \$100M Series B, Apr '23

Valuation At Last Round (\$M): 750M

Company Description: Pinecone is a fully managed, cloud-native, vector database that provides high-performance AI applications with long-term memory. A vector database is a type of database used for unstructured data such as text or images. The data is stored as high-dimensional vectors (mathematical representations of features or attributes), which then can be correlated based on a similarity metric using an Approximate Nearest Neighbor (ANN) search. The company has raised ~\$138M in funding since its founding.

Source: Citizens JMP Securities, LLC estimates, Company website, LinkedIn, Glassdoor, Crunchbase

Pipedrive

Location:

530 Fifth Ave, 9th Floor, Suite 802
New York, NY 10016

Website: www.pipedrive.com

Phone: 302.658.7581

Founded: 2010

JMP Revenue Estimate (\$M): 50-100

Glassdoor Rating: 4

Open Positions: 23

U.S.: 2

International: 21

Sales: 5

Other: 18

Competition:

Copper

Freshworks

HubSpot

Insightly

Salesforce

Zendesk

Key Officers:

Dominic Allon – CEO

Laurence Capone – CFO

Peter Harris – COO

Shaun Shirazian – Chief Product Officer

Key Board Members:

Alex Ferrara – Partner, Bessemer Venture Partners

Shannon Bracken – SVP, Vista Equity Partners

Key Investors:

DTCP

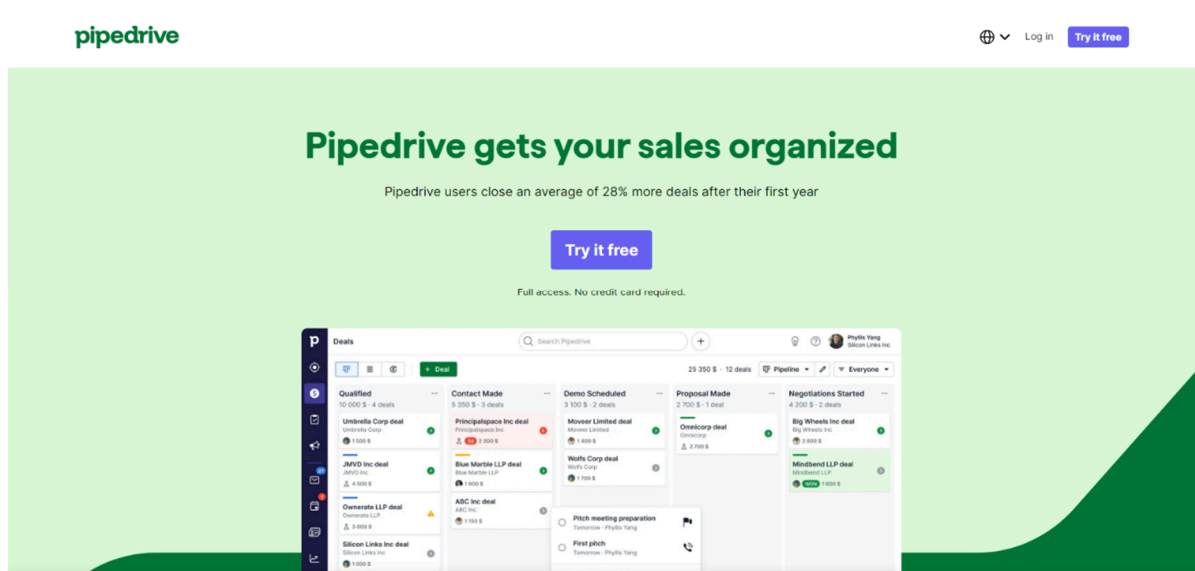
Insight Partners

Vista Equity Partners

Most Recent Funding: \$60M Series C, Oct '18

Valuation At Last Round (\$B): N/A

Company Description: Pipedrive is a Customer Relationship Management (CRM) and revenue management platform that caters to small businesses. The platform is designed to help customers increase the size and shape of the deals in their sales pipelines, and speed up the time it takes to close those deals. The company has over 100,000 customers in 179 countries, including Amazon, Festo, Vimeo, Skyscanner, RE/MAX, and TNW. The company has raised ~\$90M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, LinkedIn, Glassdoor, Crunchbase

Planful

Location:

150 Spear Street, Suite 1850
San Francisco, CA 94105

Website: www.planful.com

Phone: 650.249.7100

Founded: 2000

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.7

Open Positions: 24

U.S.: 11

International: 13

Sales: 11

Other: 13

Competition:

Anaplan

OneStream

Oracle

SAP

Workday

Key Officers:

Grant Halloran – CEO

Dan Fletcher – CFO

Pier Barattolo – Chief Sales Officer

Key Board Members:

Grant Halloran – CEO, Planful

David Fishman – Managing Director, Vector

Deborah Farrington – Co-Founder, StarVest Partners

Stephen Goodman – VP, Vector Capital

Key Investors:

Monroe Capital

StarVest Partners

Vector Capital

Most Recent Funding: Undisclosed PE Growth, June '20

Valuation At Last Round (\$B): N/A

Company Description: Planful provides an end-to-end cloud FP&A platform. The platform allows employees to conduct financial planning processes including workforce planning, scenario analysis, cash flow forecasting, and financial close management. Key customers include the Boston Red Sox, Carta, Golden State Foods, Temple University, Wilson Diamonds, and Zerorez. The company has raised ~\$92M in funding since its founding.

Source: Citizens JMP Securities, LLC estimates, Company website, Gartner, and Glassdoor

Postman

Location:

201 Mission Street, Suite 2375
San Francisco, CA 94105

Website: www.postman.com

Phone: 415.796.6470

Founded: 2014

JMP Revenue Estimate (\$M): 50-100

Glassdoor Rating: 4.1

Open Positions: 46

U.S.: 22

International: 24

Sales: 11

Other: 13

Competition:

Amazon

Google (Apigee)

Insomnia

Key Officers:

Abhinav Asthana – Co-Founder & CEO

Yatin Mody – CFO

Ankit Sobti – Co-Founder & CTO

Jeff Jones – Head of Sales

Key Board Members:

Jishnu Bhattacharjee – Managing Director, Nexus Venture Partners

Sameer Brij Verma – Managing Director, Nexus Venture Partners

Devdutt Yellurkar – General Partner, CRV

Key Investors:

Battery Ventures

BOND

Coatue Management

Insight Partners

Nexus Venture Partners

Most Recent Funding: \$225M Series D, Aug '21

Valuation At Last Round (\$B): 5.6

Company Description: Postman is a collaboration platform that streamlines the process of building and using APIs. Not only does the Postman platform help solve internal problems, but it also updates customers on how a specific API operates. The company has over 500,000 customers including AMC, Imgur, Intuit, Shopify, and X (formerly Twitter). The company has raised over \$433M in funding since its founding.

The image shows a screenshot of the Postman website. On the left, there is a promotional banner titled "Publish APIs together" with a "Sign Up for Free" button and a "Download the desktop app for" section with icons for Windows, Apple, and Linux. On the right, a large window displays the Postman interface for configuring an API endpoint. The interface includes a sidebar with navigation options like "Workspaces", "Reports", and "Explore". The main area shows a REST client configuration for a "GET" request to "https://api.github.com/repos/postmanlabs/postman-app-support". It includes a table for query parameters, path variables, and headers. Below the configuration, there is a "Send" button and a "Test" tab showing a collection of test scripts. At the bottom right of the screenshot, there is a cartoon illustration of three figures holding a document and pointing towards the top right.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

ProsperOps

Location:

6500 River Place Blvd,
Building 7, Suite 250
Austin, TX 78730

Website: www.prosperops.com

Phone: 855.360.0512

Founded: 2018

JMP Revenue Estimate (\$M): 10-25

Glassdoor Rating: N/A

Open Positions: 4

U.S.: 4

International: 0

Sales: 2

Other: 2

Competition:

Amazon CloudWatch
Google Compute Engine
IBM Turbonomic
Oomnitza

Key Officers:

Chris Cochran – Co-Founder & CEO
Chris Kuehl – Co-Founder & CTO
Erik Carlin – Co-Founder & CPO

Key Board Members:

Matt Bradley
Sara Baack, Founding Partner, Snowhawk

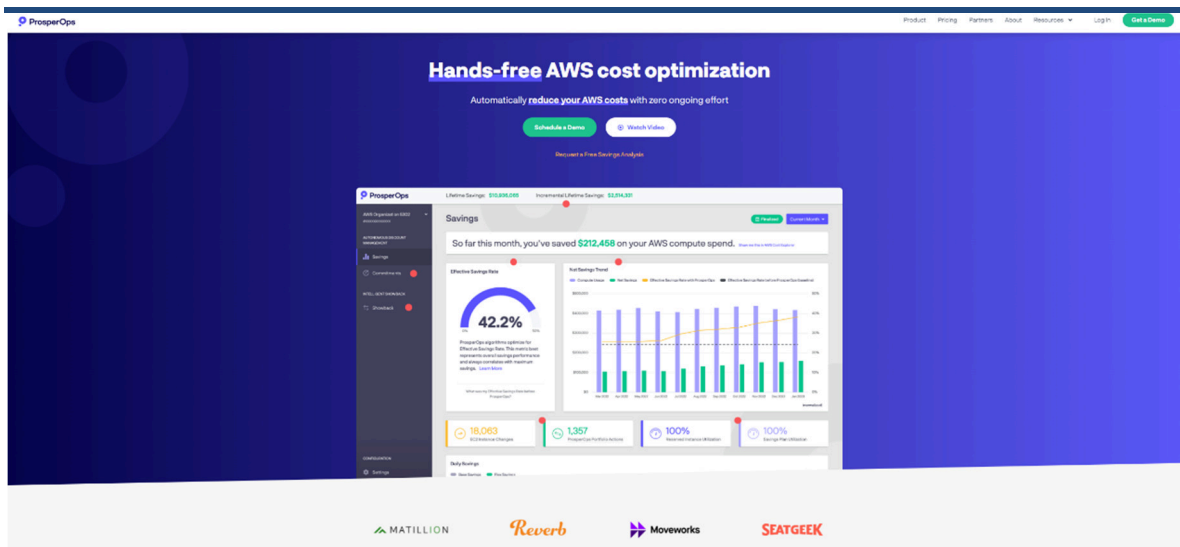
Key Investors:

Active Capital
H.I.G Growth Partners

Most Recent Funding: \$72M Series A, Feb '23

Valuation At Last Round (\$B): N/A

Company Description: ProsperOps aims to provide full value and savings outcomes, providing companies with an intuitive and autonomous cloud cost optimization experience that automatically manages discount instruments to maximize compute savings and minimize commitment risk. The company has raised over ~\$72M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn

Redis

Location:

700 E. El Camino Real, Suite 250
Mountain View, CA 94040

Website: www.redis.com

Phone: 415.930.9666

Founded: 2011

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.4

Open Positions: 59

U.S.: 26

International: 33

Sales: 31

Other: 28

Competition:

Amazon

Couchbase

MongoDB

Oracle

Key Officers:

Rowan Trollope – CEO

Yiftach Shoolman – CTO & Co-Founder

Rafael Torres – CFO

Spencer Tuttle – CRO

Key Board Members:

Enrique Salem – Partner, Bain Capital Ventures

Christian Resch – Managing Director, Goldman Sachs

David Golob – CIO, Francisco Partners

Salil Deshpande – General Partner, Uncorrelated Ventures

Kimberly Alexy – Principal, Alexy Capital Management

Key Investors:

Bain Capital Ventures

Francisco Partners

Goldman Sachs

Softbank

Tiger Global Management

Most Recent Funding: \$110M Series G, Apr '21

Valuation At Last Round (\$B): 2

Company Description: Redis is a database company that provides open source and enterprise-grade data platforms. The company offers Redis Enterprise, which is an in-memory database platform that maintains the performance of open-source Redis. The company also provides Redis Enterprise Cloud, which is a fully managed Database-as-a-Service (DBaaS) that is hosted on public clouds. Redis is used by over 8,500 organizations, including Dell, FedEx, Groupon, MasterCard, Microsoft, and T-Mobile. The company has raised \$357M in funding since its founding.

Real-time speed and simplicity

Build blazing fast distributed apps that your customers will love and your DevOps teams can easily scale from code to production. From the makers of Redis, only Redis Enterprise unlocks the full potential of Redis.

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Sample app without Redis

THE REAL-TIME DATA PLATFORM

Leading innovators build and scale with Redis Enterprise

Logos: Microsoft, BNP PARIBAS, RAYMOND JAMES, ULTA, TELUS, and a circular logo with 'x1'.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn

Redpanda

Location:

5758 Geary Boulevard, Suite 153
San Francisco 94121

Website: <https://redpanda.com>

Phone: 248.650.1490

Founded: 2019

JMP Revenue Estimate (\$M): 10-25

Glassdoor Rating: 3.9

Open Positions: 16

U.S.: 14

International: 2

Sales: 4

Other: 12

Competition:

AppDynamics

Confluent

GoodData

Immerok

Robin Systems

Key Officers:

Alexander Gallego – CEO & Founder

Catherine Chung – VP of Finance

Clint Nelson – CRO

David Wang – VP Engineering

Lachlan Brown – VP of Sales

Key Board Members:

Arif Janmohamed – Partner, Lightspeed Venture Partners

Dave Munichiello – General Partner, Google Ventures

Key Investors:

Google Ventures

Haystack Fund

Lightspeed Venture Partners

Most Recent Funding: \$100M Series C, Jun '23

Valuation At Last Round (\$B): 0.52

Company Description: Redpanda is a software streaming data platform that helps companies capture data in real time. Redpanda offers transactions that are 6x faster and lower average time on latencies. The company's software is compatible with Kafka's (a leading data analytics software) application programming interface. Redpanda's technology can be utilized in a private cloud and is built on Raft to ensure safety and security. Customers include Tesla, SpaceX, Lacework, Cisco, and Vodafone. The company has raised ~\$165M in funding.

Redpanda PLATFORM CLOUD CUSTOMERS BLOG LEARN COMPANY CONTACT FREE CLOUD TRIAL 7.3K

STREAMING DATA DONE RIGHT

Higher GB/s. Lower infra bills.
More time for coffee.

Redpanda is a simple, high throughput, and cost-efficient streaming data platform that is compatible with Kafka® APIs while eliminating Kafka complexity. Choose from our fully-managed cloud service or self-hosted platform.

NEWS: Redpanda raises \$100M Series C!

TELL ME MORE

BENCHMARKS



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn

Runway

Location:

79 Walker Street
New York, NY 10013

Website: www.runwayml.com

Founded: 2018

JMP Revenue Estimate (\$M): 10-25

Glassdoor Rating: 5.0

Open Positions: 14

U.S.: 14
International: 0
Sales: 0
Other: 14

Competition:

Adobe
Midjourney
OpenAI
Stability AI

Key Officers:

Cristóbal Valenzuela – Co-Founder & CEO
Anastasis Germanidis – Co-Founder & CTO

Key Board Members:

Aydin Senkut – Founder & Managing Partner, Felicis
Caryn Marooney – General Partner, Coatue
Sunil Dhaliwal – Founder & General Partner, Amplify Partners

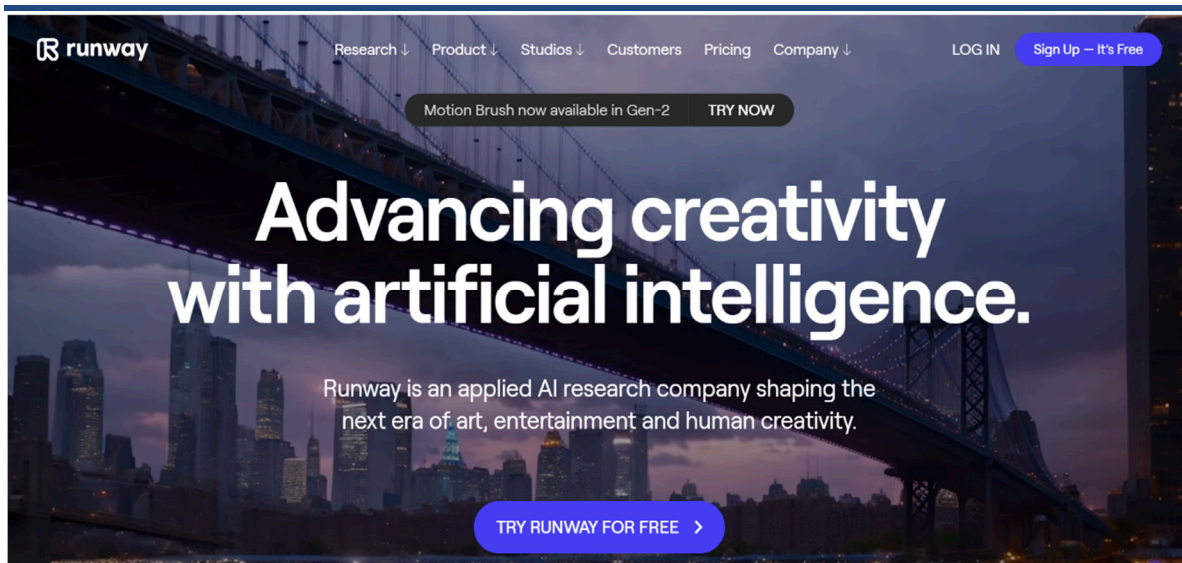
Key Investors:

Andreessen Horowitz
Coatue Management
Felicis
Google
Lightspeed Venture Partners
Nvidia
Salesforce Ventures

Most Recent Funding: \$141M Series C-1, June '23 (\$50M Series C, Dec '22)

Valuation At Last Round (\$B): 1.5

Company Description: Runway is an artificial intelligence company building foundational models for video-to-video and text-to-video generation, accessible on both web and mobile. Runway most recently released its Gen-2 model, with major improvements to the fidelity and consistency of video results. Gen-1 required an uploaded existing video clip, while Gen-2 is entirely text-to-video. The company also helped to create the original version of the text-to-image model Stable Diffusion, and released an improved version in late 2022. Runway has raised ~\$237M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, TechCrunch, Glassdoor, LinkedIn

SalesLoft

Location:

1180 West Peachtree St. NW #600
Atlanta, GA 30309

Website: www.salesloft.com

Phone: 770.756.8022

Founded: 2011

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.2

Open Positions: 13

U.S.: 7

International: 6

Sales: 8

Other: 5

Competition:

HubSpot

Outreach

Revenue.io

Zoominfo

Key Officers:

David Obrand – CEO

Scott Mitchell – CTO

Mark Niemiec – CRO

Key Board Members:

David Cummings – CEO, Atlanta Ventures

Shannon Bracken – Vista Equity Partners

Key Investors:

Insight Partners

Mubadala Investment Company

Vista Equity Partners

Most Recent Funding: \$100M Series E, Jan '21 (LBO in May '22)

Valuation At Last Round (\$B): 2.3 (May '22)

Company Description: SalesLoft is a Sales Engagement Platform that helps guide sales reps through the sales engagement process and automate their buyer interactions across phone, email, social, direct mail, and video. The platform enables revenue teams to generate pipeline, manage deals, and engage with customers. SalesLoft has over 5,000 customers using the platform such as 6sense, Cisco, Demandbase, Falcon.io, IBM, Shopify, and Square. The company has raised \$245M in funding since its founding.

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Salesloft.

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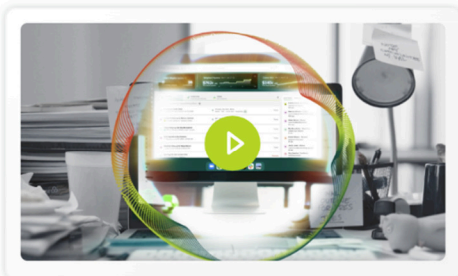
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Guide your go-to-market teams towards the right actions to yield the best outcomes: delighting customers, maximizing revenue, and increasing lifetime value.

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Tour the Platform



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn

Salsify

Location:

101 Federal Street, Suite 2600
Boston, MA 02110

Website: www.salsify.com

Phone: 844.725.7439

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.8

Open Positions: 30

U.S.: 5

International: 25

Sales: 1

Other: 29

Competition:

Capterra

Craft.io

Odoo

Optimizely

Key Officers:

Jason Purcell – Co-Founder & CEO

Rob Gonzalez – Co-Founder & CMO

Mary Jefts – CFO

David Novak – CRO

Key Board Members:

David Skok – General Partner, Matrix Partners

Bill Burgess – Partner, North Bridge Venture Partners

Mike Tyrrell – General Partner, Venrock Associates

John Avirett – Partner, StepStone Group

Key Investors:

Greenspring Associates

Matrix Partners

North Bridge Venture Partners

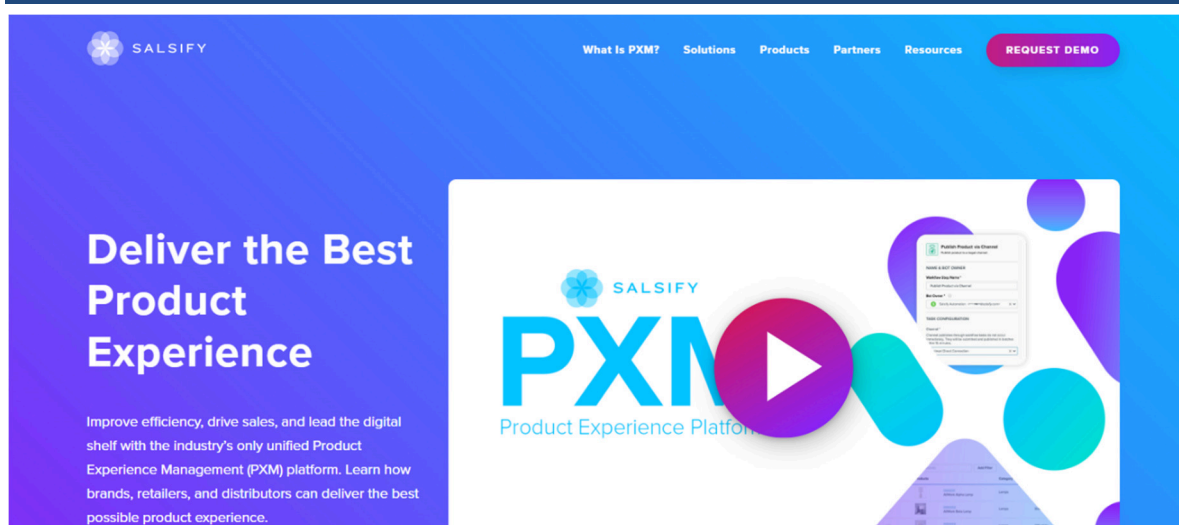
TPG

Venrock Associates

Most Recent Funding: \$200M Series F, Apr '22

Valuation At Last Round (\$B): 2

Company Description: Salsify is a Product Experience Management platform (PXM) that allows businesses to organize product information in a centralized hub. It is constructed for both retailers and brand companies offering a SXM (Supplier Experience Management) platform in addition to their PXM platform. Retailers' process of onboarding and validating product content is simplified through Salsify's automated model. Furthermore, the platform offers a unified PXM network where customers can manage omnichannel commerce efficiently. The network provides access to Salsify's product catalog, a synchronized supply of chain data, and the ability to connect Salsify's PXM to one's own business model. Current customers include Nestle, Henkel, Peets Coffee, CISCO, and BIC. Since its founding, the company has raised ~\$453M in funding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn

Scale AI

Location:

303 2nd St., 5th Floor
San Francisco, CA 94107

Website: www.scale.com

Phone: N/A

Founded: 2016

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.6

Open Positions: 75

U.S.: 66

International: 9

Sales: 6

Other: 69

Competition:

Appen

Key Officers:

Alexandr Wang – CEO & Founder

Dennis Cinelli – CFO

Jad Ojeh – Chief of Staff, Operations

Key Board Members:

Mike Volpi – Partner, Index Ventures

Dan Levine – Partner, Accel Partners

Key Investors:

Accel

Dragoneer Investment Group

Durable Capital Partners

Greenoaks Capital

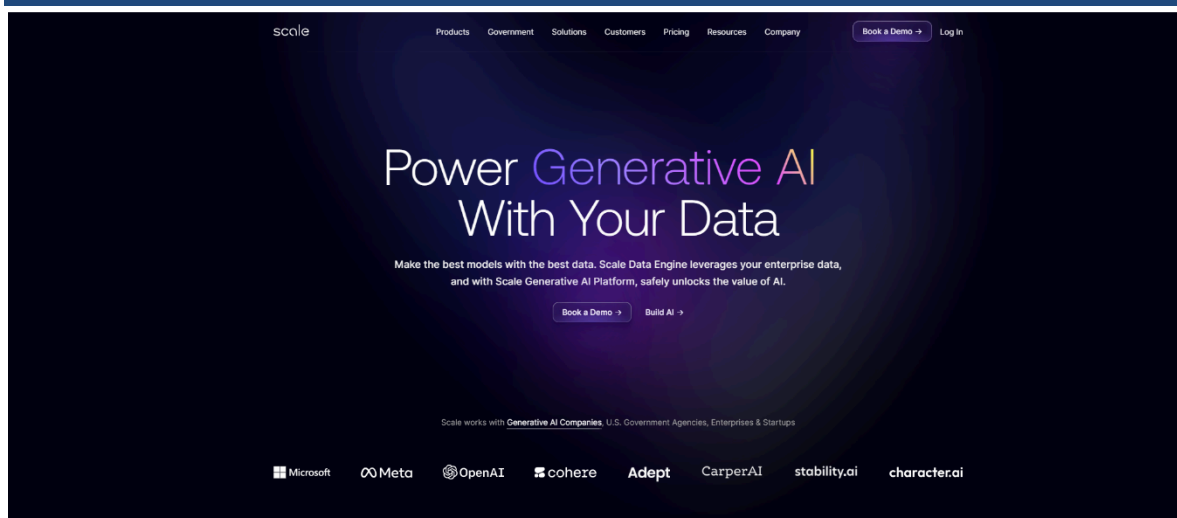
Tiger Global Management

Wellington Management

Most Recent Funding: \$325M Series E, Apr '21

Valuation At Last Round (\$B): 7.3

Company Description: Scale AI provides a data-centric, end-to-end solution to manage the entire ML lifecycle in order to help accelerate the development of artificial intelligence (AI) applications. The company offers Scale Nucleus, which helps teams bring together data, labels, and model predictions to debug ML models and improve datasets. Customers include Airbnb, Brex, Etsy, Lyft, Open AI, Pinterest, Toyota, and Zoox. The company has raised ~\$603M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

ScienceLogic

Location:

Four South of Market
11955 Democracy Drive, 13th Floor
Reston, VA 20190

Website: www.sciencelogic.com

Phone: 800.724.5644

Founded: 2003

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.3

Open Positions: 5

U.S.: 4

International: 1

Sales: 1

Other: 4

Competition:

Datadog

Dynatrace

New Relic

LogicMonitor

Key Officers:

David Link – Founder & CEO

Patrick McCoy – CFO

Richard Chart – Co-Founder & Chief Scientist

Key Board Members:

David Link – Founder & CEO, ScienceLogic

David Campbell – Managing Director, Goldman Sachs

Andy Fligel – Managing Director, Intel Capital & TMT Executive

Tim Connor – Partner, NewView Capital

Shawn O’Neill – Managing Director, Silver Lake

Key Investors:

Goldman Sachs

Intel Capital

New Enterprise Associates

NewView Capital

Silver Lake

Most Recent Funding: \$105M Series E, Feb ‘21

Valuation At Last Round (\$B): 0.77

Company Description: ScienceLogic provides IT Operations Management solutions. The company’s IT infrastructure monitoring and AIOps solution monitors multi-cloud and distributed architectures, contextualizes data through relationship mapping, and acts on this insight through integration and automation. Customers of ScienceLogic include BlackBerry, Cisco, Equinix, Kellogg’s, Mercy Health, Net Design, and Southwest. The company has raised ~\$235M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Seismic

Location:

12390 El Camino Real
San Diego, CA 92130

Website: www.seismic.com

Phone: 833.222.9139

Founded: 2010

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.2

Open Positions: 5

U.S.: 4

International: 1

Sales: 1

Other: 4

Competition:

Accord

Gong

Highspot

HubSpot

Outreach

Key Officers:

Doug Winter – CEO

Hayden Stafford – CRO, President

Evan Goldstein – CFO

Key Board Members:

Peter Solvik – Managing Director, Jackson Square Ventures

Peter Arrowsmith – General Partner, JMI Equity

John W. Thompson – Partner, Lightspeed Venture Partners

Key Investors:

Jackson Square Ventures

JMI Equity

Lightspeed Venture Partners

Permira

Most Recent Funding: \$170M Series G, Aug '21

Valuation At Last Round (\$B): 3

Company Description: Seismic is a sales enablement platform that provides sales and marketing teams with in-the-moment insights and recommendations to help close more deals. The company helps provide alignment between marketing and sales in order to help lower costs and increase revenue. Over 2,000 customers use Seismic, including Blackbaud, Citric, Domo, New York Life, Rackspace, and Synchrony Financial. The company has raised over \$426M in funding since its founding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

ServiceTitan

Location:

800 N. Brand Blvd., Suite 100
Glendale, CA 91203

Website: www.servicetitan.com

Phone: 855.899.0970

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.6

Open Positions: 63

U.S.: 54

International: 9

Sales: 6

Other: 69

Competition:

FieldEdge

Housecall Pro

ServiceMax

ServiceTrade Commercial

Key Officers:

Ara Mahdessian – Co-Founder & CEO

Vahe Kuzoyan – Co-Founder & President

Dave Sherry – CFO

Key Board Members:

Byron Deeter – Partner, Bessemer Venture Partners

Michael Brown – General Partner, Battery Ventures

Nina Achadjian – Partner, Index Ventures

Key Investors:

Arena Holdings

Battery Ventures

ICONIQ Capital

Sequoia Capital

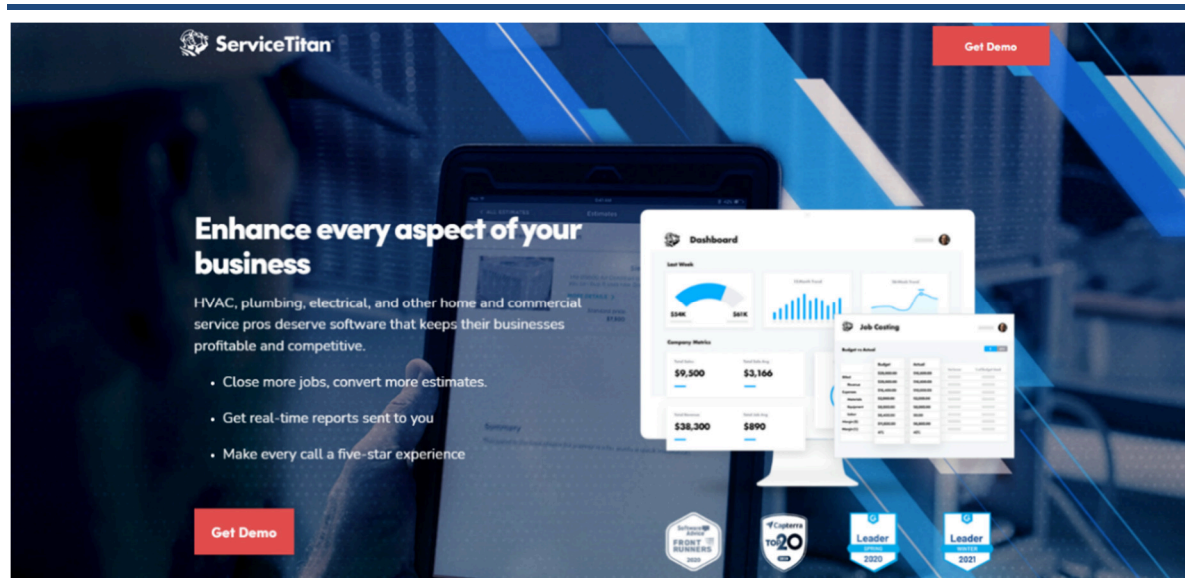
Thoma Bravo

Tiger Global Management

Most Recent Funding: \$365M Series H, Nov '22

Valuation At Last Round (\$B): 7.37

Company Description: ServiceTitan provides software that caters to the home and commercial service industries. The company's end-to-end software suite includes CRM, intelligent dispatch, custom reporting, marketing automation, a mobile solution for field techs, and accounting, payments and financing integrations. ServiceTitan serves over 5,000 customers, including Bryant Electric, Lee's Air, Thornton & Grooms, and Winters Home Services. The company has raised ~\$1.47B in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

Suzy

Location:

228 Park Avenue South
New York, NY 10003

Website: www.suzy.com

Phone: 646.237.3692

Founded: 2017

JMP Revenue Estimate (\$M): 50-100

Glassdoor Rating: 4.0

Open Positions: 11

U.S.: 11

International: 0

Sales: 3

Other: 8

Competition:

Medallia

Qualtrics

Key Officers:

Matt Britton – Founder & CEO

Warren Ashley – SVP, Operations

Joel Johnson – EVP, Finance

Dave Aronson – VP, Sales

Key Board Members:

Matt Britton – Founder & CEO, Suzy

Seth Levine – Partner, Foundry Group

Sim Blaustein – Partner, Bertelsmann Digital Media Investments

Eric Tencer – Managing Director, HIG Growth Partners

Key Investors:

BDMI

HIG Capital

Tribeca Venture Partners

Most Recent Funding: \$50M Series D, Jul '21

Valuation At Last Round (\$B): 0.38

Company Description: Suzy is an enterprise market research software platform that provides businesses with high-level consumer data. Through Suzy's subscription-based model, customers have access to a pool of scalable research that is stored in a centralized cloud. Suzy incorporates an array of AI-powered tools such as heat mapping to track consumer behavior, easy to follow surveys, and the ability to succinctly summarize in-depth interviews. These tools help companies make informed decisions to drive growth and increase efficiency. Suzy is trusted and endorsed by more than 500 leading brands including State Farm, Google, Columbia University, Office Depot, and Microsoft. Since its founding, the company has raised ~\$104M in funding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Talkdesk

Location:

201 Spear Street, Suite 1100
San Francisco, CA 94105

Website: www.talkdesk.com

Phone: 888.743.3044

Founded: 2011

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.4

Open Positions: 62

U.S.: 45
International: 17
Sales: 45
Other: 17

Competition:

8x8
Five9
Genesys
NICE CXone

Key Officers:

Tiago Paiva – CEO & Founder
Sydney Carey – CFO
William Welch – COO, President

Key Board Members:

Tiago Paiva – CEO & Founder, Talkdesk
Josh Stein – Partner, Threshold Ventures
Tom Reilly – Former CEO, Cloudera
Graham Smith – Former CFO, Salesforce

Key Investors:

Alpha Square Group
Amity Ventures
Franklin Templeton
Salesforce Ventures
Storm Ventures
TI Platform Management
Threshold Ventures
Whale Rock Capital Management

Most Recent Funding: \$230M Series D, Aug '21

Valuation at Last Round (\$B): 10

Company Description: Talkdesk provides a cloud-based contact center platform that helps improve customer satisfaction and agent productivity. The company offers a full range of low-code and traditional development tools that help accelerate contact center customization. The company has over 1,800 customers, including Bombas, Canon, Fujitsu, IBM, OpenTable, and Trivago. Talkdesk has raised ~\$498M in funding since its founding.

talkdesk

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Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Tekion

Location:

5934 Gibraltar Drive
Pleasanton, CA 94588

Website: <https://tekion.com>

Phone: 833.835.4662

Founded: 2016

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.9

Open Positions: 20

U.S.: 20

International: 0

Sales: 0

Other: 20

Competition:

CDK

Solera

Key Officers:

Jay Vijayan – CEO & Founder

Guru Sankararaman – COO & Co-Founder

Jacob Shulman - CFO

Key Board Members:

Jay Vijayan – CEO & Founder, Tekion

Jacob Shulman – CFO

Baris Guzel – Partner, BMW I Ventures

Eric Wei – Partner, Advent International

Key Investors:

Advent International

Alkeon Capital Management

Durable Capital Partners

Index Ventures

Storm Ventures

Most Recent Funding: \$250M Series D, Oct '21

Valuation At Last Round (\$B): 3.5

Company Description: Tekion is a cloud-based Service as a Software (SaaS) company for automotive industries. It is an all-in-one platform for consumers, dealers, and original equipment manufacturers (OEMs): consumers are able to design a car specific to their preferences, dealers can observe inventory and customer service appointments that are updated in real time, and OEMs can track their parts to specific dealerships. Customers include Audi, Bentley, Toyota, CarFax, GM, and more. The company has raised ~\$435M in funding.

TEKION

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Company ▾

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Automotive Enterprise

Cloud

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Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

ThoughtSpot

Location:

444 Castro Street, Suite 1000
Mountain View, CA 94041

Website: www.thoughtspot.com

Phone: 800.508.7008

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.1

Open Positions: 30

U.S.: 8

International: 22

Sales: 1

Other: 29

Competition:

Domo

Looker

Qlik

Salesforce (Tableau)

Sisense

Key Officers:

Sudheesh Nair – CEO

Ajeet Singh – Co-Founder & Executive Chairman

Amit Prakash – Co-Founder & CTO

Mohit Daswani – CFO

Key Board Members:

Ravi Mhatre – Partner & Co-Founder, Lightspeed Venture Partners

Arif Janmohamed – Partner, Lightspeed Venture Partners

Jai Das – President & Partner, Sapphire Ventures

Key Investors:

Capital One Ventures

General Catalyst

Khosla Ventures

Lightspeed Venture Partners

March Capital

Sapphire Ventures

Silver Lake

Most Recent Funding: \$100M Series F, Nov '21

Valuation At Last Round (\$B): 4.2

Company Description: ThoughtSpot is a search and AI-driven analytics cloud platform that enables customers to use Google-like search to analyze large-scale enterprise data and gain insight. ThoughtSpot connects with on-premise, cloud, big data, or desktop data sources and can be used to embed insights into applications. Customers of ThoughtSpot include Anthem, CapitalOne, Hulu, Medtronic, OpenTable, Siemens, and Walmart. The company has raised ~\$664M in funding since its founding.

The screenshot shows the ThoughtSpot website interface. At the top, there is a navigation bar with links for Product, Solutions, Customers, Resources, Pricing, and About Us, along with 'Free trial' and 'Get demo' buttons. Below this is a prominent green banner announcing 'ThoughtSpot acquires Mode for \$200M' with a 'Learn more' button. The main content area features a section titled 'AI-Powered Analytics' with the text 'Get insights 10x faster from your modern data stack.' and a 'Start free 30-day trial' button. To the right of this text is a screenshot of a data visualization dashboard showing three stacked bar charts for 'San Francisco', 'San Diego', and 'Portland'. The legend includes categories like Birds, Cats, Dogs, Fish & Aquatic Pets, Reptiles & Amphibians, and Small Animals.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, PitchBook

Tricentis

Location:

5301 Southwest Parkway
Building 2, Suite 200
Austin, TX 78735

Website: www.tricentis.com

Phone: +1.650.383.8329

Founded: 2007

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.3

Open Positions: 67

U.S.: 21

International: 46

Sales: 19

Other: 48

Competition:

BrowserStack

Katalon

Micro Focus

Parasoft

SmartBear

Key Officers:

Kevin Thompson – CEO & Chairman

Wolfgang Platz – Founder

Dave Hafner – CFO

Lee McClendon – CTO

Key Board Members:

Kevin Thompson – Chairman & CEO, Tricentis

Michael Triplett – Managing Director, Insight Partners

Emmet B. Keeffe III – Partner, Insight Partners

Thomas Krane – Principal, Insight Partners

Key Investors:

Insight Partners

Viewpoint

Most Recent Funding: \$165M Series B, Jan '17

Valuation At Last Round (\$B): N/A

Company Description: Tricentis is a continuous software testing platform that provides automated insights into the business risks of software releases. The company offers agile test management and advanced test automation that is optimized to support over 150 technologies. Tricentis' customer base includes 8 of the top 10 global banks, 7 of the top 10 telco providers, and 6 of the top 10 financial services companies. Select customers include Allianz, Dell, Experian, Merck, Nationwide, and Toyota. The company has raised ~\$172M in funding since its founding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

Varicent

Location:

4711 Yonge St., Suite 300
Toronto, Ontario M2N 6K8

Website: www.varicent.com

Phone: 888.827.8879

Founded: 2005

JMP Revenue Estimate (\$M): 50-100

Glassdoor Rating: 4.0

Open Positions: 16

U.S.: 2

International: 14

Sales: 5

Other: 11

Competition:

Anaplan
Oracle
SAP
Spiff
Xactly

Key Officers:

Marc Altshuller – CEO
Neil Whitney – President
Robert Levine – CFO
Matt Whitney – CTO

Key Board Members:

Christopher Gaffney – Managing Partner, Great Hill Partners
Drew Loucks – Partner, Great Hill Partners
Derek Schoettle – Partner, Great Hill Partners
Alison Elworthy – EVP of Revenue Operations, HubSpot

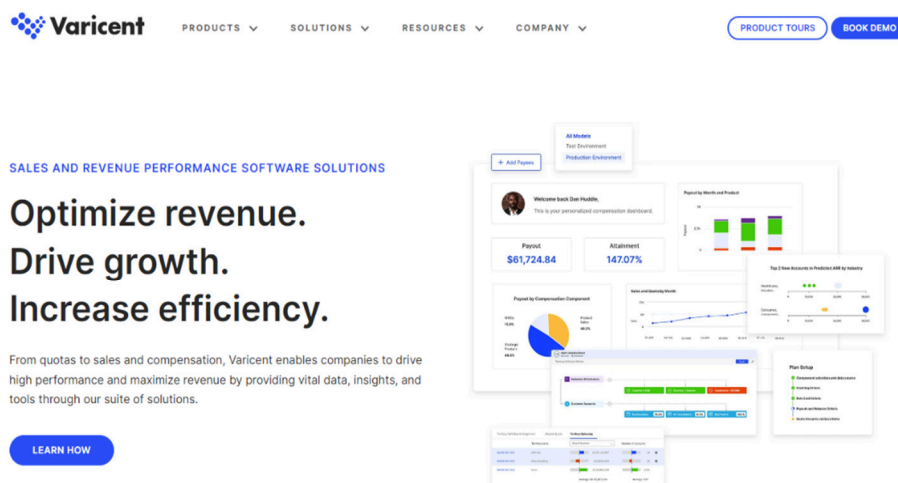
Key Investors:

Great Hill Partners
Spectrum Equity

Most Recent Funding: \$35M Series C, Oct. '09 (LBO in Jan '20)

Valuation At Last Round (\$B): N/A

Company Description: Varicent is a Sales Performance Management (SPM) platform that helps customers manage the end-to-end processes of sales performance. The company's suite of SPM solutions enables organizations to plan territories and quotas and improve revenue operations to capture missed pipeline opportunities. The company was acquired by IBM in 2009, but relaunched as an independent company at the end of 2019.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

VAST Data

Location:

33 North 1st, Suite C1
Campbell, CA 95008

Website: www.vastdata.com

Phone: 212.658.1753

Founded: 2016

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.3

Open Positions: 107

U.S.: 46

International: 14

Sales: 26

Other: 81

Competition:

Amazon

Dell Technologies

NetApp

Pure Storage

Key Officers:

Renen Hallak – Co-Founder & CEO

Michael Wing – President

Jeff Denworth – Co-Founder

Marianne Budnik – CMO

Key Board Members:

Lak Ananth – Managing Partner, Next47

Tom Mendoza – Former President, NetApp

Gary Reiner – Operating Partner, General Atlantic

Yoram Snir – Partner, 83 North

Key Investors:

83North

Fidelity Management

Next47

Nvidia

Tiger Global Management

Most Recent Funding: \$118M Series E, Dec '23

Valuation At Last Round (\$B): 9.1

Company Description: VAST Data provides unstructured and structured data storage with an added contextual layer. The VAST Data Platform is built to power AI and enterprise applications in customers' preferred modern data centers and clouds. The company's new DASE architecture is designed to "break the conventional scaling limits of distributed systems," and reduce cost and complexity. The company has a wide range of customers across industries, including Verizon, CoreWeave, Core42, Lambda, Pixar, Man Group, and Zoom. VAST Data has raised a total of ~\$381M in funding since its founding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor

Via

Location:

114 5th Avenue
New York, NY 10011

Website: www.ridewithvia.com

Phone: 619.731.0710

Founded: 2012

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.9

Open Positions: 88

U.S.: 27

International: 61

Sales: 0

Other: 88

Competition:

Samsara

Tyler Technologies

Key Officers:

Daniel Ramot – Co-Founder & CEO

Oren Shoval – Co-Founder & CTO

Clara Fain – CFO

Key Board Members:

Arnon Dinur – Partner, 83North

Chemi Peres – Co-Founder & Managing Partner, Pitango Venture Capital

Noam Ohana – Managing Director, EXOR Seeds

Key Investors:

EXOR Seeds

Janus Henderson

Pitango Venture Capital

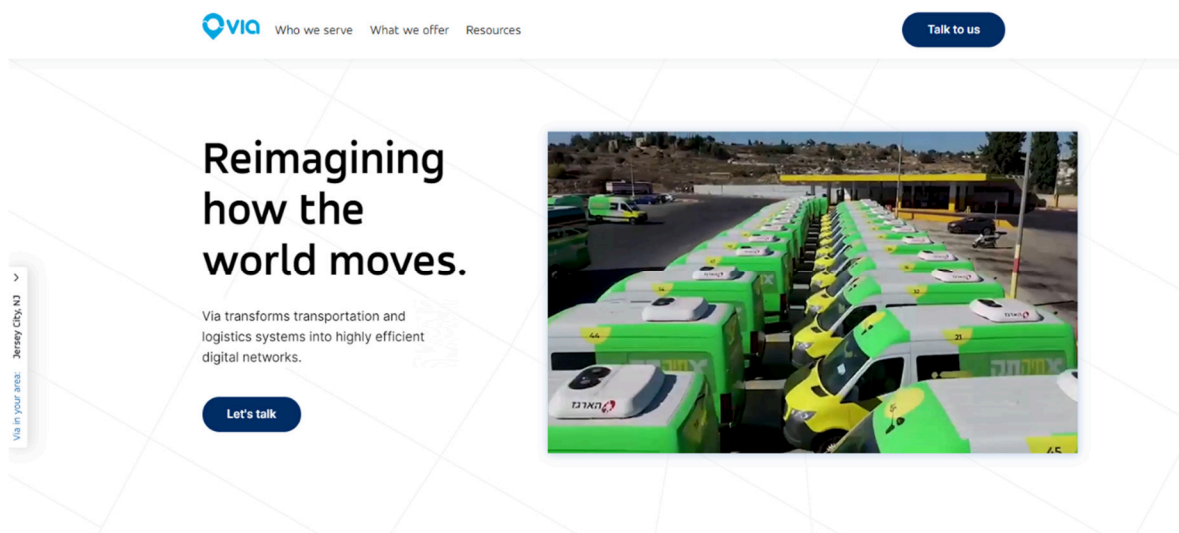
Planven Ventures

RiverPark Ventures

Most Recent Funding: \$110M, Feb '23

Valuation At Last Round (\$B): 3.5

Company Description: Via is a global TransiTech company that provides an end-to-end software solution to help customers plan, operate, and optimize their transportation systems. Customers include cities, transit authorities, transit operators, paratransit operators, school districts and departments of education, universities, corporations, and healthcare providers. The company has raised ~\$880M in total funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

Workato

Location:

215 Castro St., Suite 300
Mountain View, CA 94041

Website: www.workato.com

Phone: 844.469.6752

Founded: 2013

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4.2

Open Positions: 101

U.S.: 27

International: 74

Sales: 17

Other: 84

Competition:

Boomi

Informatica

MuleSoft

Oracle

Tray.io

Key Officers:

Vijay Tella – Co-Founder & CEO

Thomas Ream – CFO

Gautham Viswanathan – Co-Founder & CPO

Cody Guymon – COO

Key Board Members:

Vijay Tella – Co-Founder & CEO

Ryan Floyd – Managing Director, Storm Ventures

Neeraj Agrawal – Partner, Battery Ventures

Key Investors:

Altimeter Capital

Battery Ventures

Insight Partners

Redpoint Ventures

Tiger Global Management

Salesforce Ventures

Storm Ventures

Most Recent Funding: \$200M Series E, Nov '21

Valuation At Last Round (\$B): 5.7

Company Description: Workato is an Enterprise Automation Platform that enables companies to orchestrate data, processes, and user experience across the organization. Workato's low-code/no-code platform enables business and IT teams to build integrations through the company's pre-built connectors for 1,000+ SaaS, on-prem database, and ERP applications. The company has more than 11,000 customers, including Atlassian, Broadcom, Lucid Motors, Nokia, NYU, Slack, Stitch Fix, and Toast. Workato has raised over \$420M in funding since its founding.

Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase

Workhuman

Location:

200 Crossing Boulevard, Suite 500
Framingham, MA 01702

Website: www.workhuman.com

Phone: 866.785.6279

Founded: 1999

yotJMP Revenue Estimate (\$M): >100

Glassdoor Rating: 3.7

Open Positions: 25

U.S.: 10

International: 15

Sales: 3

Other: 22

Competition:

Achievers

Bonusly

Kazoo

Kudos

Motivosity

Key Officers:

Eric Mosley – Co-Founder & CEO

Mark Schwartz – CFO

Tom Libretto – President

Jonathan Hyland – CTO

Key Board Members:

Eric Mosley – CEO, Workhuman

Barry Maloney – Founder and GP, Balderton Capital

Noreena Hertz – Professor, University College London

Chuck Kane – Former EVP & CFO, RSA Securities

Key Investors:

Atlas Ventures

Balderton Capital

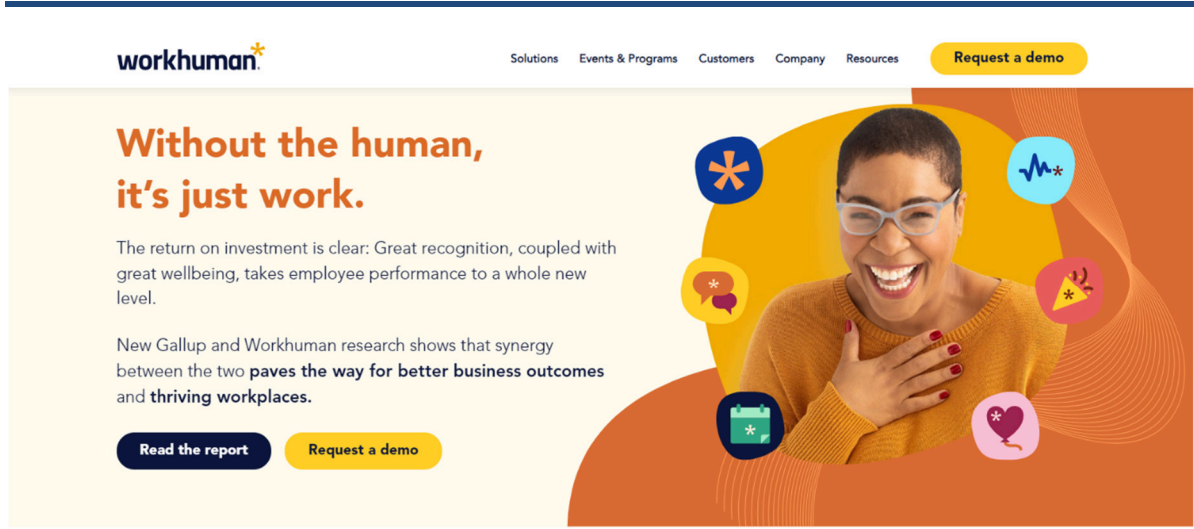
Benchmark

Intermediate Capital Group

Most Recent Funding: \$122M Secondary Market, Jun '20

Valuation At Last Round (\$B): 1.2

Company Description: Workhuman is an HR software platform that allows for continuous performance management of employees via employee reward and incentive programs. Solutions include modern employee recognition, performance development, honoring achievements such as work anniversaries, celebrating life events, and tracking employee sentiment. Customers include BP, Cisco, Eaton, JetBlue, LinkedIn, Merck, and P&G. The company has raised ~\$132M since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, Crunchbase, LinkedIn

xAI

Location:

216 Park Road
Burlingame, CA 94010

Website: www.x.ai

Founded: 2023

JMP Revenue Estimate (\$M): <10

Glassdoor Rating: N/A

Open Positions: 5

U.S.: 5

International: 0

Sales: 0

Other: 5

Competition:

Anthropic

Cohere

Google (DeepMind)

OpenAI

Stability AI

Key Officers:

Elon Musk - Founder

Key Board Members:

N/A

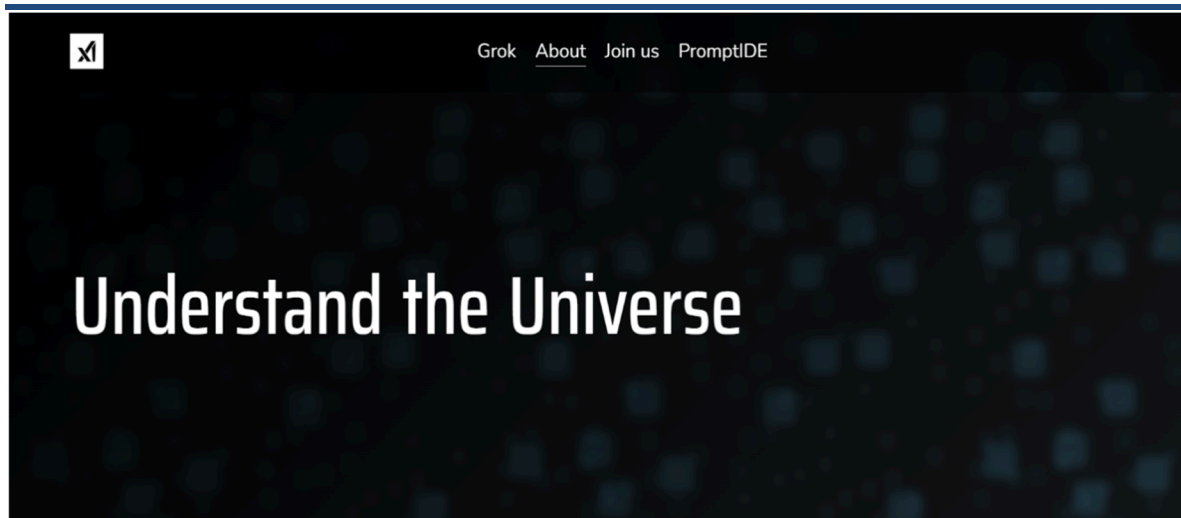
Key Investors:

Unnamed

Most Recent Funding: \$134.7M Pre-seed Round, Dec '23

Valuation At Last Round (\$B): N/A

Company Description: xAI is a new company, structured as a public benefit corporation (PBC) and founded by Elon Musk, with a stated mission *"to advance our collective understanding of the universe."* xAI is currently building its Grok large language model, currently in early access beta. The company's team includes many alumni of DeepMind, OpenAI, Google Research, Microsoft Research, and Tesla. The company has raised ~\$135M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn

Yotpo

Location:

233 Spring St.
New York, NY 10013

Website: www.yotpo.com

Phone: 646.977.7959

Founded: 2011

JMP Revenue Estimate (\$M): >100

Glassdoor Rating: 4

Open Positions: 55

U.S.: 8
International: 47
Sales: 7
Other: 48

Competition:

Podium
Review.io
TargetBay
TurnTo

Key Officers:

Tomer Tagrin – Co-Founder & CEO
Omri Cohen – Co-Founder & COO
Ophir Reshef – CFO
Peter Borkovich – SVP Sales, Americas

Key Board Members:

Warren Adelman – Managing Director, Nativ Group
Adam Fisher – Partner, Bessemer Venture Partners
Yuval Shachar – Partner, Team8
Daniel Shinar – Founder & CEO, Claltech

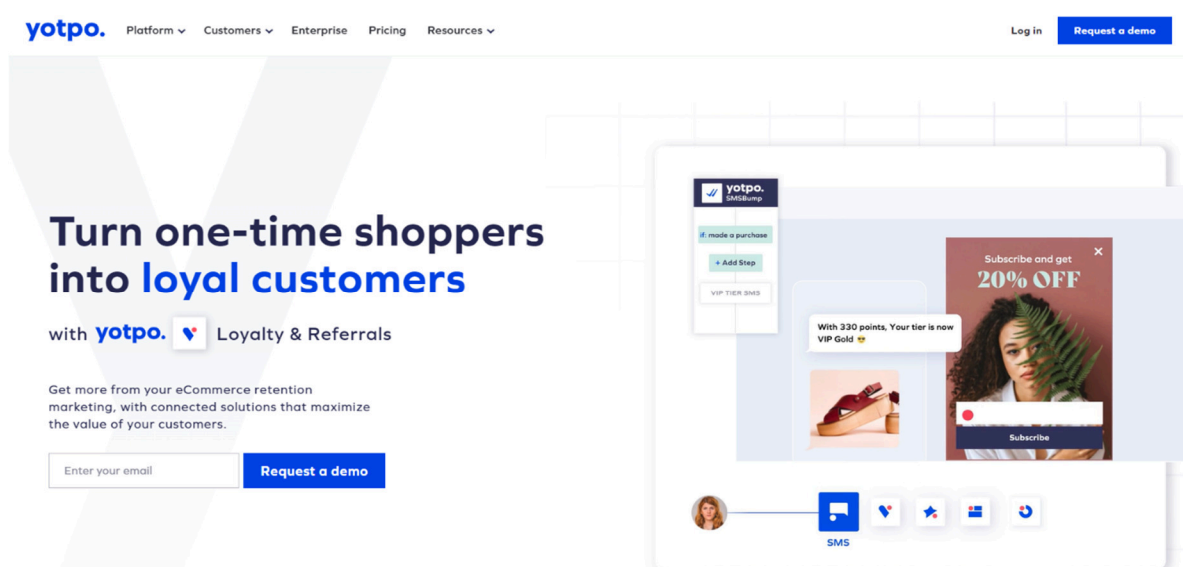
Key Investors:

Access Industries
Bessemer Venture Partners
Blumberg Capital
Claltech Investment
Vintage Investment Partners

Most Recent Funding: \$30M Corporate Round, Sept '21 (\$230M Series F, Mar '21)

Valuation At Last Round (\$B): 1.4 (Mar '21)

Company Description: Yotpo is an eCommerce marketing platform that offers solutions for customer reviews, visual marketing, loyalty, referrals, and SMS marketing. Yotpo integrates with the leading eCommerce platforms and apps, like BigCommerce, Salesforce and Walmart, to help generate and maximize user-generated content. Customers include Away Travel, Brooklinen, Gymshark, GoPro, Steve Madden, Society6, and Tile. The company has raised ~\$436M in funding since its founding.



Source: Citizens JMP Securities, LLC estimates, Company website, Glassdoor, LinkedIn

COMPANY INDEX BY VENTURE CAPITAL FIRM

137 Ventures

- Gusto

83North

- Celonis
- VAST Data

Accel Partners

- Algolia
- BrowserStack
- Checkr
- Invoca
- Miro
- Scale AI

Active Capital

- PropserOps

Adobe

- Demandbase

Advent International

- Tekion

AIX Ventures

- Hugging Face

Alkeon Capital Management

- OwnBackup
- Tekion

Alpha Square Group

- Talkdesk

Altimeter Capital

- DataRobot
- Workato

Alven Capital

- Dataiku

Amasia

- Dialpad

Amity Ventures

- Talkdesk

Andreessen Horowitz

- Carta
- ClickUp
- Databricks
- Dialpad
- Figma
- Fivetran
- Kong
- Navan
- OpenAI
- Pinecone
- Runway

Apax Digital Funds

- Guesty

Arena Holdings

- ServiceTitan

Ares Management

- Infobip

Armilar Venture Partners

- OutSystems

Atlas Ventures

- Workhuman

Atlassian

- Miro

B Capital Group

- OwnBackup
- Pendo
- Phenom

Bain Capital Ventures

- Attentive
- Redis

Baird Capital

- Housecall Pro

Balderton Capital

- Contentful
- Workhuman

Bank of America

- Constant

Battery Ventures

- Collibra
- Databricks
- Dataiku
- Gong
- Harness
- HiBob
- HoneyBook
- Pendo
- Postman
- ServiceTitan
- Workato

BDMI

- Suzy

Benchmark

- Airtable
- Contentful
- Workhuman

Bessemer Venture Partners

- Canva
- HiBob
- Pipedrive
- ServiceTitan
- Yotpo

Blackbird Ventures

- Canva

BlackRock

- Databricks
- Genesys
- Human Interest
- Infobip
- OwnBackup

Blackstone Group

- CoreWeave

Blumberg Capital

- Yotpo

BOND

- BrowserStack
- Checkr
- Postman

Bosch Ventures

- Aleph Alpha

Bpifrance

- Contentsquare

Bridgepoint

- Kyriba

BuildGroup

- Amelia

Caisse de Depot et Placement du Québec

- AppDirect

Capital One Ventures

- Harness
- ThoughtSpot

CapitalG

- Collibra
- Databricks
- Dataiku
- Gusto

CEAS Investments

- Fivetran

Citi Ventures

- HoneyBook

Claltech Investment

- Yotpo

Clearbridge Investments

- Databricks
- DataStax

Coatue Management

- AI21 Labs
- Airtable
- Attentive
- Checkr
- CoreWeave
- Databricks
- Gong
- Hugging Face
- Navan
- Notion
- Postman
- Scale AI

Comcast Ventures

- AI21 Labs
- DataStax

Costanoa Ventures

- Alation

Counterpoint Global

- Databricks
- DataRobot
- Figma

Craft Ventures

- ClickUp

Creandum

- Neo4j

Cross Creek Advisors

- DataStax

Crosslink Capital

- DataStax
- Human Interest

CRV

- Airtable
- Iterable
- Kong
- Postman

D1 Capital Partners

- 6sense
- Attentive
- Fivetran
- Genesys
- HighRadius
- OneStream

Daher Capital

- Kyriba

Databricks Ventures

- Alation
- Perplexity

Dell Technologies Capital

- Alation

DFJ Growth

- Aera Technology
- DataRobot
- DataStax
- Outreach

Dragoneer

- Gusto
- Miro
- Phenom
- Scale AI

DTCP

- Pipedrive

Durable Capital Partners

- Celonis
- Checkr
- Collibra
- Figma
- Gusto
- Honeybook
- Scale AI
- ServiceTitan

Earlybird Venture Capital

- Aleph Alpha

Eight Roads Ventures

- HiBob
- Icertis

Eleven Prime

- CircleCI

Eurazeo Growth

- Contentsquare
- Neo4j

EXOR Seeds

- Via

Felicitis Ventures

- Canva
- Dialpad
- Notion
- Runway

Fidelity Investments

- Algolia
- Checkr
- CoreWeave
- Dataminr
- Gupshup

Fin Venture Capital

- Unqork

First Round Capital

- Legion Technologies
- Notion

FirstMark Capital

- Pendo

Foundry Group

- AppDirect

Francisco Partners

- Redis

Franklin Templeton

- Airtable
- Canva
- Celonis
- Databricks
- DataRobot
- Gong
- Gusto
- Talkdesk

General Atlantic

- AppsFlyer
- HighBob
- o9 Solutions

General Catalyst

- Canva
- Contentful
- Fivetran
- Glean
- Gusto
- ThoughtSpot

Generation Investment Management

- o9 Solutions

Georgian Partners

- Aera Technology
- ClickUp

GGV Capital

- Kong

Glynn Capital

- Gusto
- Human Interest
- Iterable

GoldenArc Capital

- Phenom

Goldman Sachs

- AppsFlyer
- Contentsquare
- Kong
- OutSystems
- Redis
- ScienceLogic

Google

- AI21 Labs
- Anthropic
- Runway

Great Hill Partners

- Varicent

Greenbridge Partners

- Neo4j

Greenoaks Capital

- Motive
- Navan
- Scale AI

Greenspring Associates

- Salsify

Guidepost Growth Equity

- OutSystems

GV

- Checkr
- Dialpad
- Gusto
- Harness
- Neo4j
- Podium
- Redpanda

Harbor Spring Capital

- Gupshup

Haystack Fund

- Redpanda

HDS Capital

- Icertis

Hewlett-Packard

- Aleph Alpha

H.I.G. Capital

- Invoca
- ProsperOps
- Suzy

Highland Europe

- Contentsquare

ICONIQ Capital

- Airtable
- Automattic
- Canva
- Collibra
- Dataiku
- Dialpad
- Fivetran
- FloQast
- HighRadius
- Miro
- Pinecone
- ServiceTitan

Index Ventures

- Cohere
- Collibra
- Figma
- Gong
- Iterable
- Kong
- Notion
- Scale AI
- ServiceTitan

Innovation Park Artificial Intelligence

- Aleph Alpha

Inovia Capital

- Cohere

Insight Partners

- 6sense
- Automattic
- BrowserStack
- Conga
- Dataiku
- Enable
- FloQast
- Motive
- OwnBackup
- Pipedrive
- Postman
- SalesLoft
- Tricentis
- Workato

Intel Capital

- AI21 Labs
- ScienceLogic

Intermediate Capital Group

- Workhuman

Investissement Quebec

- AppDirect

Investment Group of Santa Barbara

- OneStream

ION Crossover Partners

- Lusha
- Via

Iris Capital

- Kyriba

IVP

- Attentive
- Checkr
- CircleCI
- Harness
- Motive
- Perplexity
- Podium

J.P. Morgan

- AppDirect
- Constant
- Harness

Jackson Square Ventures

- Demandbase
- Seismic

Janus Henderson

- Via

JMI Equity

- Seismic

K2 Global

- OpenAI

Karmel Capital

- Icertis
- Phenom

Khosla Ventures

- Checkr
- ThoughtSpot

KKR

- o9 Solutions
- OneStream
- OutSystems

Kleiner Perkins

- DataStax
- Figma
- Glean
- Motive

Lakestar

- Aleph Alpha

Lightspeed Venture Partners

- Carta
- ClickUp
- DataStax
- Glean
- Navan
- Repanda
- Runway
- Seismic
- ThoughtSpot

Lone Pine Capital

- Algolia
- Outreach

Magnetar Capital

- CoreWeave

Malabar Investments

- Gupshup

March Capital

- ThoughtSpot

Matrix Partners

- Fivetran
- Salsify

Menlo Ventures

- Anthropic
- Carta
- Enable
- Harness
- Pinecone

Meritech Capital Partners

- Carta
- ClickUp
- DataRobot
- DataStax
- FloQast
- Icertis
- Outreach
- Pendo

Microsoft

- Inflection AI
- OpenAI

Monroe Capital

- Amelia
- Planful

Morgan Stanley

- Invoca

MSD Partners

- Guesty

New Enterprise Associates

- Aera Technology
- Databricks
- DataRobot
- ScienceLogic

NewView Capital

- Aera Technology
- Human Interest
- ScienceLogic

Next47

- VAST Data

Nexus Venture Partners

- Postman

North Bridge Venture Partners

- Salsify

Norwest Venture Partners

- Enable
- Harness
- HoneyBook
- FloQast
- Gong
- Harness
- Legion Technologies
- Workato

Nvidia

- AI21 Labs
- CoreWeave
- Inflection AI
- Perplexity
- Runway
- VAST Data

OMERS Growth Equity

- Dialpad
- Phenom

One Equity Partners

- Infobip

One Peak Partners

- Neo4j

Oracle

- Cohere

Permira

- Housecall Pro
- Seismic

Pitango Venture Capital

- Via

Planven Ventures

- Via

Polaris Partners

- Automattic
- FloQast

Premji Invest

- Outreach

Providence Strategic Growth

- LogicMonitor
- Lusha

Qatar Investment Authority

- Celonis

Redpoint Ventures

- FloQast
- Workato

RiverPark Ventures

- Via

Sageview Capital

- Demandbase

Salesforce Ventures

- Airtable
- Alation
- Algolia
- Anthropic
- Automattic
- Cohere
- Conga
- Contentful
- Databricks
- DataRobot
- Demandbase
- Genesys
- Glean
- Gong
- Hugging Face
- Invoca
- Miro
- Notion
- Outreach
- OwnBackup
- Pendo
- Runway
- Talkdesk
- Workato

Sanabil Investments

- Alation

SAP

- Aleph Alpha
- Anthropic
- Cohere

Sapphire Ventures

- 6sense
- Alation
- Attentive
- CircleCI
- Cohere
- Contentful
- DataRobot
- FloQast
- Kong
- Outreach
- OwnBackup
- Pendo
- Podium
- ThoughtSpot

Saratoga Partners

- LogicMonitor

Scale Venture Partners

- CircleCI
- DataStax
- Demandbase
- Dialpad

Schwarz Group

- Aleph Alpha

Sequoia Capital

- Attentive
- Collibra
- Figma
- Glean
- Gong
- Hugging Face
- Notion
- OpenAI
- Outreach
- ServiceTitan

Sequoia China

- Canva

Sherpalo Ventures

- Notion

Sierra Ventures

- Enable
- Phenom

Silver Lake Partners

- Aera Technology
- Airtable
- Carta
- Celonis
- DataRobot
- Demandbase
- Invoca
- Iterable
- Pendo
- ScienceLogic
- ThoughtSpot

Sixth Street

- Contentsquare
- Guesty

Slack Fund

- Glean

Snowflake Ventures

- Alation
- Collibra
- Databricks
- Dataiku
- Human Interest
- ThoughtSpot

Sofina Group

- Collibra

SoftBank

- Contentsquare
- Redis

Spark Capital

- Anthropic
- Carta
- Pendo
- Scale AI

Spectrum Equity

- Varicent

StarVest Partners

- AppDirect
- Planful

Steadfast Capital Partners

- Algolia
- Outreach

Storm Ventures

- Talkdesk
- Tekion
- Workato

Stripes

- Dataiku
- Legion Technologies

Susquehanna Growth Equity

- High Radius

SVB Financial Group

- Icertis

T. Rowe Price

- Canva
- Celonis
- Checkr
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- Seismic
- ServiceTitan

Think Investments

- Gupshup

Thirtyfive Ventures

- Hugging Face

Thoma Bravo

- Alation
- Conga
- Pendo
- ServiceTitan

Thrive Capital

- Gong
- OpenAI
- Scale AI

TI Platform Management

- Talkdesk

Tiger Global Management

- 6sense
- Attentive
- Automattic
- Carta
- ClickUp
- Cohere
- Collibra
- Contentful
- Databricks
- Dataiku
- DataRobot
- Gong
- Gupshup
- HighRadius
- HoneyBook
- Kong
- OpenAI
- Outreach
- OneStream
- OutSystems
- OwnBackup
- Redis
- Scale AI
- ServiceTitan
- VAST Data
- Workato
- Yotpo

T-Mobile Ventures

- AppsFlyer
- Dialpad

TPG

- Salsify

Tribe Capital

- Carta

Tribeca Venture Partners

- Suzy

U.S. Venture Partners

- Human Interest

Upfront Ventures

- Invoca

Vector Capital

- Planful

Venrock Associates

- 6sense
- Dataminr
- Salsify

ViewPoint

- Tricentis

Viking Global Investors

- Iterable
- Talkdesk

Vintage Investment Partners

- Yotpo

Viola Group

- Guesty
- Redis

Vista Equity Partners

- Demandbase
- Fivetran
- Housecall Pro
- LogicMonitor
- Pipedrive
- Salesloft

Wellington Management

- Automattic
- Dataiku
- Scale AI

WestBridge Capital

- Phenom People

Whale Rock Capital Management

- Databricks
- Talkdesk

Wing Venture Capital

- Human Interest
- Pinecone

SOFTWARE

XN

- Airtable

XYX Venture Capital

- Legion Technologies

Y Combinator

- Checkr
- Gusto
- Scale AI

YC Continuity

- Podium

Zoom Video Communications

- Genesys

ANALYST BIOGRAPHIES



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Pat Walravens is a Managing Director and equity research analyst covering the software sector. As Director of Technology Research, Pat helps oversee Citizens JMP Securities' coverage of the software, internet and digital media, cybersecurity and IT infrastructure industries.

Pat has followed the software sector as an equity analyst for over 20 years and has deep relationships across the industry. He has initiated research coverage on more than 60 software companies where Citizens JMP was involved with their initial public offerings, including many of the most successful cloud and SaaS companies. Prior to joining JMP Securities, Pat served as a Vice President and senior research analyst at Lehman Brothers. Earlier in his career, Pat practiced law at Cooley LLP, where he represented technology companies and venture capital firms.

Pat holds an MBA from the Anderson School of Management at UCLA and a JD from the UCLA School of Law, where he was awarded the Order of the Coif. Pat holds a BA in economics from Stanford University, where he served as an undergraduate teaching assistant in the computer science department. He is an active member of The State Bar of California.



Aaron Kimson, CFA
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Aaron Kimson is a VP on the software equity research team.

Prior to joining Citizens JMP, Aaron worked at the J.P. Morgan Private Bank where he managed a book of closely held assets in the U.S. Southwest. Aaron started his career by completing a two-year leadership development program at JPMorgan Chase & Co. where he held roles in consumer analytics, commercial lending, and wealth management.

Aaron holds a B.S. in Business Administration with a specialization in Finance from The Ohio State University and is a CFA charterholder.



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Owen Hobbs is an associate on the software equity research team.

Prior to joining Citizens JMP, Owen interned in sales and marketing departments at Civic Financial Services and at a private equity backed consumer goods company.

Owen holds a BA with Honors and Distinction in History and Managerial Economics from Colby College.



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Prior to joining Citizens JMP, Austin interned at Scotiabank within the Derivatives Products Group and at Boston Private as a credit analyst.

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Oliver Crookenden

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Prior to joining Citizens JMP, Oliver interned at SAP within the M&A and Strategy Corporate Development team and at an early-stage consumer startup.

Oliver holds a B.S. with Honors in Finance and Philosophy from Tulane University.

JMP FACTS AND DISCLOSURES

Analyst Certification:

The research analyst(s) who prepared this report does/do hereby certify that the views presented in this report are in accordance with my/our personal views on the securities and issuers discussed in this report. As mandated by SEC Regulation AC no part of my/our compensation was, is or will be directly or indirectly related to the specific views or recommendations expressed herein. This certification is made under the obligations set forth in SEC Regulation AC. Any other person or entity may not use it for any other purpose. This certification is made based on my/our analysis on the date of this report's publication. I/We assume no obligation to update this certification to reflect any facts, circumstances, or events that may subsequently come to my/our attention. Signed Patrick Walravens, Aaron Kimson, CFA and Austin Cole

For disclaimer details, please click on link. [Citizens JMP Disclaimer](#)

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Citizens JMP Securities, LLC Investment Opinion Definitions:

Market Outperform (MO): Citizens JMP Securities, LLC expects the stock price to outperform the Russell 3000® Index over the next 12 months.

Market Perform (MP): Citizens JMP Securities, LLC expects the stock price to perform in line with the Russell 3000® Index over the next 12 months.

Market Underperform (MU): Citizens JMP Securities, LLC expects the stock price to underperform the Russell 3000® Index over the next 12 months.

JMP Securities Research Ratings and Investment Banking Services: (as of April 7, 2024)

JMP Rating	Regulatory Equivalent	# Co's Under Coverage	% of Total	# Co's Receiving IB Services in Past 12 Months				
				Regulatory Equivalent	# Co's Under Coverage	% of Total	Services in Past 12 Months	% of Co's With This Rating
MARKET OUTPERFORM	Buy	291	69.78%	Buy	291	69.78%	46	15.81%
MARKET PERFORM	Hold	122	29.26%	Hold	122	29.26%	19	15.57%
MARKET UNDERPERFORM	Sell	0	0.00%	Sell	0	0.00%	0	0%
COVERAGE IN TRANSITION		4	0.96%		4	0.96%	0	0%
RATING SUSPENDED		0	0.00%		0	0.00%	0	0%
TOTAL:		417	100%		417	100%	65	15.59%

Stock Price Chart of Rating and Target Price Changes:

Note: First annotation denotes initiation of coverage or 3 years, whichever is shorter. If no target price is listed, then the target price is N/A. In accordance with FINRA Rule 2241, the chart(s) below reflect(s) price range and any changes to the rating or price target as of the end of the most recent calendar quarter. The action reflected in this note is not annotated in the stock price chart. Source: Citizens JMP Securities, LLC. In order to obtain these (6 or more) stock price charts or additional applicable disclosures and information concerning Citizens JMP's recommendations of companies under coverage mentioned in this report, please contact Citizens JMP Securities, LLC at (877) 263-1333 or visit www.jmpsecurities.com

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Commercial R.E. Finance

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Zachary Oster (212) 906-3507

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Sam Rodriguez, PhD (212) 906-3504
Jason N. Butler, PhD (212) 906-3505
Jose Lora, PhD (212) 906-3511
Jonathan Wolleben (312) 768-1788
Catherine Okoukoni, MD, PhD (646) 797-5637
Roy Buchanan, PhD (212) 906-3509
Silvan Tuerkcan, PhD (212) 906-3546

Healthcare Services

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Medical Devices & Supplies

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Daniel W. Stauder, CFA (212) 906-3535

REAL ESTATE

Equity REITs

Aaron Hecht (415) 835-3963
Ryan Treais (415) 869-4411
Mitchell Germain (212) 906-3532
Jyoti Yadav (646) 797-5636

Residential

Aaron Hecht (415) 835-3963
Ryan Treais (415) 869-4411

TECHNOLOGY

Cybersecurity

Trevor Walsh (415) 835-3934
Rustam Kanga (415) 835-3914

Communication Equipment & IT Infrastructure

Erik Suppiger (415) 835-3918

Internet

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