

FRANCISCO PARTNERS OVERVIEW

TECHNOLOGY

MID MARKET

TRANSFORMATION

CONFIDENTIAL



TECHNOLOGY

- COMMUNICATIONS & SECURITY
- FINANCIAL TECHNOLOGY
- HEALTHCARE TECHNOLOGY
- SOFTWARE & INTERNET
- SYSTEMS & HARDWARE

MIDDLE MARKET



TRANSFORMATION

- UNDERMANAGED ASSETS
- OVERLOOKED SECTORS
- COMPLEXITY ARBITRAGE
- INVESTING IN DISRUPTION
- SECTOR-FOCUSED
- FOUNDER TRANSITION

EXPERIENCE

- 42 INVESTMENT PROFESSIONALS
- OVER 200 ACQUISITIONS
- OPERATING PARTNERS & ADVISORS

CONSISTENCY

- DIVERSITY OF WINNERS
- “LITTLE L” IN LBO
- BARBELL OF GROWTH & VALUE
- FLEXIBLE CAPITAL TO TAKE ADVANTAGE OF MARKET CYCLES

TRACK RECORD

- COMPLETED OVER 50 SALES OF PORTFOLIO COMPANIES
- \$10B IN REALIZATIONS

STRATEGIC ACQUISITIONS ACCELERATE VALUE CREATION

PLATFORM INVESTMENTS



92



ADD-ON ACQUISITIONS



120



INVESTMENTS SPAN TECHNOLOGY SECTOR

\$10B IN REALIZATIONS

CURRENT PORTFOLIO

COMMUNICATIONS & SECURITY



HEALTHCARE TECHNOLOGY



FINANCIAL TECHNOLOGY



SOFTWARE



SYSTEMS & HARDWARE



OTHER SERVICES



FP TEAM – DEAL PARTNERS



DIPANJAN "DJ" DEB
1999
CEO
CROSS SECTOR

TPG, ROBERTSON STEPHENS,
MCKINSEY

STANFORD UNIVERSITY, M.B.A.
U.C. BERKELEY, B.S.



DAVID GOLOB
2001
CIO
SOFTWARE

TIGER MANAGEMENT,
GENERAL ATLANTIC, MCKINSEY

STANFORD UNIVERSITY, M.B.A.
HARVARD COLLEGE, A.B.



EZRA PERLMAN
2003
CO-PRESIDENT
HEALTHCARE IT

BATTERY VENTURES,
ADVANTA, OLIVER WYMAN

STANFORD UNIVERSITY, M.B.A.
HARVARD COLLEGE, B.A.



DEEP SHAH
2003
CO-PRESIDENT
EUROPE

PRINCES GATE INVESTORS,
MORGAN STANLEY

UNIVERSITY OF CAMBRIDGE, M.A.



CHRIS ADAMS
2008
HEALTHCARE IT

AMERICAN SECURITIES,
BAIN

STANFORD UNIVERSITY, M.B.A.
GEORGIA TECH, B.S.



PETER CHRISTODOULO
2008
SOFTWARE / FINTECH

THOMAS H. LEE PARTNERS,
CREDIT SUISSE

HARVARD COLLEGE, A.B.



ANDREW KOWAL
2001
COMMUNICATIONS / HARDWARE

PRINCES GATE INVESTORS,
MORGAN STANLEY

THE WHARTON SCHOOL
UNIVERSITY OF PENNSYLVANIA, B.S.



PETRI OKSANEN
2005
INDUSTRIAL SOFTWARE

MORGAN STANLEY,
MICROSOFT

UNIV OF WATERLOO, B.A.Sc



MATT SPETZLER
2004
EUROPE

BAIN

STANFORD UNIVERSITY, M.B.A.
GEORGIA TECH, B.S.

FP TEAM – PRINCIPALS & VICE PRESIDENTS



JASON BREIN

ELEVATION PARTNERS,
GOLDMAN SACHS
HARVARD UNIVERSITY, M.B.A.
PRINCETON UNIVERSITY, B.A.



BRIAN DECKER

MCKINSEY
CORNELL UNIVERSITY, M.ENG
UNIVERSITY OF WATERLOO, BASc



MEGAN KARLEN

CASTLE HARLAN, GLEACHER
PARTNERS, MORGAN STANLEY
HARVARD UNIVERSITY, M.B.A.
HARVARD UNIVERSITY, B.A.



ROBERT MACLEAN

ENGLEFIELD CAPITAL,
GOLDMAN SACHS
OXFORD UNIVERSITY, M.ENG.



NEIL TOLANEY

PERSONALIZATIONMALL
TCV, LEGALZOOM, POLARIS
HARVARD UNIVERSITY, M.B.A.
YALE UNIVERSITY, B.A.



JUSTIN CHEN

FTV CAPITAL, BEZAR INC.,
GTCR, BANK OF AMERICA
GEORGETOWN UNIVERSITY,
B.S.B.A.



EVAN DAAR

MCKINSEY & CO
STANFORD UNIVERSITY, M.B.A.
COLUMBIA UNIVERSITY, B.A.



BILLY DEITCH

TPG, UBS
STANFORD UNIVERSITY, M.B.A.
YALE UNIVERSITY, B.A.



ZACH FUCHS

BAIN CAPITAL, MCKINSEY & CO
STANFORD UNIVERSITY, M.B.A.
UNIVERSITY OF PENNSYLVANIA,
B.S., B.A.



JOHNATHAN MURPHY

CPPIB, MORGAN STANLEY
UNIVERSITY OF DUBLIN, B.C.



ALAN NI

J.P. MORGAN
UNIVERSITY OF CALIFORNIA,
BERKELEY, B.A. & B.S.



MARIO RAZZINI

ARMA PARTNERS, CITIGROUP
BOCCONI UNIVERSITY, B.SC.



LEONID ROZKIN

J.P. MORGAN
UNIVERSITY OF CALIFORNIA,
BERKELEY, B.S. & B.A.



ADAM SOLOMON

HELLMAN & FRIEDMAN,
GLEACHER PARTNERS
STANFORD UNIVERSITY, M.B.A.
HARVARD COLLEGE, A.B.



CHRISTINE WANG

ADVENT, J.P. MORGAN
STANFORD UNIVERSITY, M.B.A.
COLUMBIA UNIVERSITY, B.A.

FP TEAM – OTHER SENIOR PROFESSIONALS



TOM LUDWIG
COO

MICROSOFT, ROBERTSON STEPHENS
HARVARD UNIVERSITY, M.B.A.
PRINCETON UNIVERSITY, B.S.E.



ANDREW BROWN
HEAD OF IR

GOLDMAN SACHS, KPMG
NORTHWESTERN UNIVERSITY, M.B.A.
S.D.S.U., B.A.



JOHN HERR
CFO

PANTERA CAPITAL MANAGEMENT
ERNST & YOUNG, ANDERSON, ZURMUEHLEN & CO.
CARROLL COLLEGE, B.A.



STEVE EISNER
GENERAL COUNSEL & CCO

GORES GROUP, AMERISTAR, O'MELVENY & MYERS
U.C. LOS ANGELES, J.D.
U.C. BERKELEY, B.A.



RACHEL FRANKLIN
DIRECTOR OF COMPLIANCE

CORDIUM, KLEINER PERKINS CAUFIELD & BYERS
GEORGE WASHINGTON UNIVERSITY, J.D./M.B.A.
B.A. NORTHWESTERN UNIVERSITY



KATHLEEN O'DONNELL
EUROPEAN COUNSEL

DECHERT LLP, LAWRENCE GRAHAM LLP
GUILDFORD COLLEGE OF LAW, LLB AND LPC



BEN BALL
PARTNER - GENERALIST

TA ASSOCIATES
GENSTAR CAPITAL, AEA, BAIN
STANFORD UNIVERSITY, M.B.A.
HARVARD COLLEGE, A.B.



NEIL GARFINKEL
PARTNER – STRATEGIC DEVELOPMENT

FFL; SUMMIT PARTNERS
WILSON SONSINI, CRAVATH,
SWAINE & MOORE
COLUMBIA UNIVERSITY, J.D.
HARVARD COLLEGE, A.B.



KEITH GEESLIN
PARTNER - GENERALIST

SPROUT GROUP
STANFORD UNIVERSITY, M.S.
OXFORD UNIVERSITY, M.S.
STANFORD UNIVERSITY, B.S.



SANDY ROBERTSON
PARTNER – EMERITUS

ROBERTSON STEPHENS
MONTGOMERY SECURITIES
SMITH BARNEY
UNIVERSITY OF MICHIGAN, M.B.A.
UNIVERSITY OF MICHIGAN, B.A.

FPC LEADERSHIP & OPERATIONAL EXCELLENCE

OPERATING EXECUTIVES



MIKE KOHLSDORF
PRESIDENT OF FPC



LYN CANTOR
OPERATING PARTNER



ERAN GOREV
OPERATING PARTNER



PAUL ILSE
OPERATING PARTNER



PAUL WHEELER
OPERATING PARTNER

FUNCTIONAL EXPERTS



RYAN GREENE
SENIOR OPERATING ADVISOR
HUMAN RESOURCES



BRUCE GRAINGER
OPERATING ADVISOR
HEAD OF SALES



MIKE BARRY
OPERATING PARTNER
HEAD OF PRODUCTS
AND TECHNOLOGY



TAO LU
OPERATING ADVISOR
FINANCE & ACCOUNTING



STEVE NIED
SR. OPERATING ADVISOR
HEAD OF PROCUREMENT



KERRY EDWARDS
OPERATING ASSOCIATE

THANK YOU

TECHNOLOGY

MID MARKET

TRANSFORMATION

