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## **We partner with disruptive B2B founders to accelerate their ideas to market.**

As data and the cloud transform entire industries, we bring 30+ years of experience and access to an unmatched global network to help our companies grow.

We're focused on high-growth enterprise software opportunities across functions and industries, including Infrastructure Software, SaaS and Data Services, Marketing Tech, FinTech and Healthcare.

We invest in great founders, with investments ranging from \$1 million of seed capital through \$100 million of growth equity. What can we offer you?



- **Vertical Leadership**

We are well-known leaders and operators in our sectors. You don't have to educate us on your business.



- **Global Network**

We are an affiliate of Bain Capital, a leading alternative investment firm with unparalleled access to Fortune 5000 companies. We can make introductions to potential customers across the globe.



## Go-to-Market Expertise

We can help you scale and build highly efficient commercialization engines to help your company grow faster on less dilution.

## Our Team

- **Ajay Agarwal**

PARTNER

Bay Area SaaS/Data Services

- **Peter Apostolides**

Finance Director

Boston Operations

- **Olivia Benjamin**

Associate

New York City

- **Richie Chaikof**

Associate

New York City SaaS/Data Services

- **Yumin Choi**

Partner

Boston Healthcare

- **Andy Cleverdon**

CFO

Boston Operations

- **Stefan Cohen**

Principal

Bay Area Infrastructure Software

- **John Connolly**

Senior Advisor

Boston Operations

- **Kristen Deftos**

Senior Vice President  
Human Resources

Boston Operations

- **Salil Deshpande**

PARTNER

Bay Area Infrastructure Software

- **Madeline Dufour**

Vice President, Investor Relations

Boston Operations

- **Faraz Fatemi**

Associate

Bay Area

- **Scott Friend**

Partner

Boston, New York City SaaS/Data Services, Consumer

- **Chris Gage**

Associate

Boston

- **Joe Gentile**

Analyst

Boston

- **Brian Goldsmith**

Senior Principal

Boston SaaS/Data Services, FinTech

- **Indy Guha**

Senior Advisor

Bay Area SaaS/Data Services

- **Matt Harris**

Partner

New York City FinTech, SaaS/Data Services

- **Brittany Hendrickson**

Marketing Associate

Bay Area

- **Jamison Hill**

Senior Principal

Bay Area SaaS/Data Services

- **Merritt Hummer**

Principal

New York City Consumer, FinTech, Healthcare

- **Samit Kalra**

Director of Network Investing

Bay Area

- **Mike Krupka**

PARTNER

Boston SaaS/Data Services, Healthcare

- **Bill Lehmann**

Principal

Bay Area Infrastructure Software

- **Aneesha Mehta**

Associate

Boston Healthcare

- **Jason Morris**

Senior Associate  
IR & Finance

Boston Operations

- **Ben Nye**

Senior Advisor

Boston Infrastructure Software

- **Ashley Paston**

Associate

New York City

- **Dana Sadovnic**

Analyst

Boston

- **Enrique Salem**

Partner

Bay Area Infrastructure Software

- **David Shaughnessy**

Associate

Boston

- **Sarah Smith**

Partner

Bay Area Consumer, SaaS/Data Services

- **Madison Smith**

Analyst

Boston

- **Annis Steiner**

Vice President, Marketing

Bay Area Operations

- **Jeff Williams**

OPERATING PARTNER

Bay Area Operations

- **Kevin Zhang**

Principal

Bay Area SaaS/Data Services

- **Paul Zurlo**

Partner  
COO

Boston Operations

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