

WHAT WE BELIEVE IN

Integrity

“Do the right thing. It will gratify some people and astonish the rest.”

MARK TWAIN

Our reputation is the single most important asset we have. Its importance dwarfs that of

Teamwork

“We must hang together...or assuredly we will all hang separately.”

BEN FRANKLIN

The investing founders are equal partners. And have agreed that we will be as long as we are doing this. We will win or lose as a team.



Humility

"In the course of my life, I have often had to eat my words, and I must confess that I have always found it a wholesome diet."

WINSTON CHURCHILL

Starting a business is, by definition, a crazy thing to do. Given we took the leap ourselves, we will never lose sight of the challenges our entrepreneurs chose to take on every day.

Conviction

"When others are greedy, be fearful. When others are fearful, be greedy."

WARREN BUFFETT

That said, we've been investors a long time. We know what we are looking for and when we find it, we don't care if the rest of the world disagrees. Actually, those are the best times to invest.

WHAT WE LOOK FOR

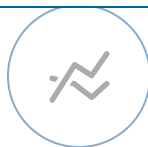


GREAT ENTREPRENEURS

Great companies are driven by the inspiration of great founders and entrepreneurs. Our job isn't to build great companies, it's to find those who do, and support them in any way that we can.



SCALE: GREATER THAN \$10M REVENUE



GROWTH: GREATER THAN 20%

Growth covers up for lots of sins. We believe in markets – when customers want to buy your product you are doing something right.



CAPITAL EFFICIENCY

That said, we believe the true test is being able to sell your product for more than it costs to build and deliver. Novel concept these days, but we think reaching breakeven / profitability speaks volumes about an entrepreneur.



GREAT ENTREPRENEURS

In case we weren't clear – it's that important.

WHO WE ARE

The founding team has known each other for 20 years. We like and respect each other. We love coming to work together. And we believe that the “who” you are doing something with is as important as the “what” you are actually doing.

We understand what it is like to be entrepreneurs because we are entrepreneurs.

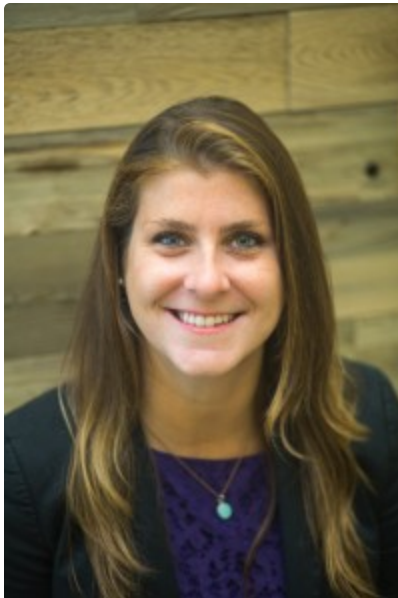
The Team



Jeremy Aidem

Associate

[Bio](#)



Meghan Bushnell

[Bio](#)



Victoria Carter

Administrative Assistant

[Bio](#)



Jeffrey Crisan

Managing Partner

[Bio](#)



Nathaniel Gibbs

Associate

[Bio](#)



Shelby Herrington

Analyst

[Bio](#)



Lyndsay Kerwin

Senior Associate

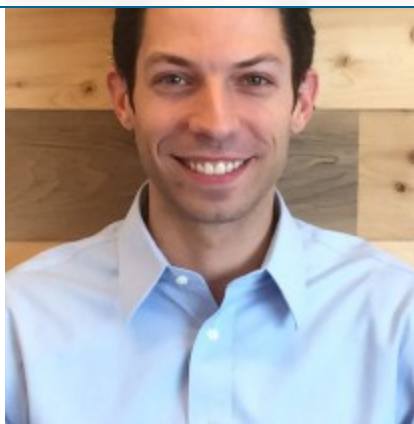
[Bio](#)



Ned Kingsley

Senior Associate

[Bio](#)



Jay Leventhal

Senior Associate

[Bio](#)



James Loomos

Associate

[Bio](#)



Meg Lynch

Executive Assistant

[Bio](#)



Todd MacLean

Managing Partner

[Bio](#)



Nikhil Marathe

Vice President

[Bio](#)



Duncan McGillivray

Associate

[Bio](#)



Marc Munfa

Principal

[Bio](#)



Brian Peterson

Principal

[Bio](#)



Jim Quagliaroli

Managing Partner

[Bio](#)



Sri Rao

General Partner

[Bio](#)



Raf Urdaneta

Vice President of Finance

[Bio](#)



Lori Whelan

Chief Operating Partner & CFO

[Bio](#)

Industry Advisory Board



Mark Briggs

Senior Advisor

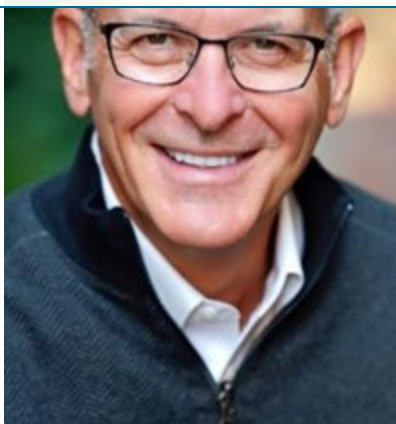
[Bio](#)



Rick Gibbs

Senior Advisor

[Bio](#)



Michael Lester

Senior Advisor

[Bio](#)



William Ready

Senior Advisor

[Bio](#)



Ashok Subramanian

Senior Advisor

[Bio](#)

WHAT WE KNOW

We invest in two core verticals: *SaaS & Information Services* and *Healthcare IT & Services*. We have focused on our core markets for the past 15 years. We have spent our careers sourcing and leading growth equity investments in some of the most recognizable and successful technology and healthcare companies in the country.

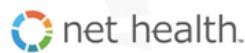
We believe that our thesis-driven approach within these specific verticals gives us a perspective to best help our management teams. Specialization matters to us—and we believe it matters to those we partner with. We take pride in our deep domain experience, and are excited by the daily challenge to remain experts in what we view as the largest, most dynamic, and most exciting industries of the economy.

Current Portfolio



Prior Experience





NEWS

June 25, 2019

Validity Acquires AppBuddy, The Leader in B2B Grid Applications

[Read the Press Release →](#)

June 20, 2019

Silversmith Capital Partners Announces Sale of Digital Map Products to LightBox

[Read the Press Release →](#)

[Read the Press Release →](#)

May 31, 2019

Validity Receives Strategic Investment from Providence Strategic Growth and Silversmith Capital Partners, Completes Acquisition of Return Path

[Read the Press Release →](#)

May 28, 2019

Absorb Software Acquires Torch LMS, Expanding Reach in the Growing Global Learning Technology Market

[Read the Press Release →](#)

May 16, 2019

PDFTron Receives \$71 Million Growth Investment Led By Silversmith Capital Partners

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May 15, 2019

BHE Secures \$78 Million in Growth Funding Led by Silversmith Capital Partners and LTP

May 13, 2019

Lightbox Announces Acquisitions Of Real Capital Markets And Digital Map Products

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May 1, 2019

Validity to Acquire Return Path to Offer the Industry's Most Comprehensive Platform for Sales and Digital Marketing Professionals

[Read the Press Release →](#)

March 12, 2019

Impact Secures \$75 Million in Funding Led By Providence Strategic Growth

[Read the Press Release →](#)

February 12, 2019

Second Deal in Two Days: MediQuant Purchases HeF Solutions to Continue Building Comprehensive Suite of Services

[Read the Press Release →](#)

February 11, 2019



[Read the Press Release →](#)

January 31, 2019

Nordic Adds Healthtech Consultants, Enters Canadian Market

[Read the Press Release →](#)

January 31, 2019

Digital Map Products Adds Location Technology Veteran Dave Cozzens to Board of Directors

[Read the Press Release →](#)

January 3, 2019

Silversmith Capital Partners Promotes Sri Rao to General Partner

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December 3, 2018

Silversmith Capital Partners Announces Marc Munfa, Brian Peterson, and Sri Rao Named to GrowthCap's Top 40 Under 40 Growth Investors List

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October 9, 2018

Silversmith Capital Partners Invests in DistroKid to Continue Rapid Growth

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October 1, 2018

MediQuant Receives Significant Growth Investment from Silversmith Capital Partners

[Read the Press Release →](#)

September 12, 2018

Impact Announces the Acquisition of Mediarails

[Read the Press Release →](#)

August 30, 2018

RedAwning Group Acquires Leavetown Vacations Inc. and its Jetstream Connectivity Solution

[Read the Press Release →](#)

August 28, 2018

August 21, 2018

Impact Named to the 2018 Inc. 5000 List of America's Fastest-Growing Private Companies

[Read the Press Release →](#)

June 25, 2018

Centauri Health Solutions Continues Growth with Acquisition of NHI Billing Services

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June 12, 2018

Leading Data Integrity Platform, Validity, Acquires Industry Leading Email Verification Network, BriteVerify

[Read the Press Release →](#)

May 1, 2018

Validity Receives Significant Growth Equity Investment Led by Silversmith Capital Partners, Acquires CRMfusion and Names Mark Briggs Chairman and CEO

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Silversmith Capital Partners Announces New Senior Advisor

[Read the Press Release →](#)

January 25, 2018

Silversmith Capital Partners Closes \$670 Million Growth Equity Fund

[Read the Press Release →](#)

December 5, 2017

Swift Prepaid Solutions acquired by Bain Capital Ventures and Silversmith Capital Partners

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September 6, 2017

Absorb Software Receives \$59 Million Growth Investment Led By Silversmith Capital Partners

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August 8, 2017

RedAwning.com Secures \$40 Million Growth Equity Investment Led By Silversmith Capital Partners to Expand Global Vacation Rental Network

July 12, 2017

Digital Map Products Acquires DMTI Spatial

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February 7, 2017

Centaury Health Solutions Continues Growth with Acquisition of Human Arc

[Read the Press Release →](#)

January 6, 2017

Ned and Robert Schwing Join with Silversmith Capital Partners to Form New Platform: Partners Surgical Corporation

[Read the Press Release →](#)

January 5, 2017

Silversmith Capital Partners Announces New Industry Advisory Board Member

[Read the Press Release →](#)

October 13, 2016



From Silversmith Capital Partners Investment

[Read the Press Release →](#)

October 11, 2016

ActiveCampaign Secures \$20 Million in Growth Capital from Silversmith Capital Partners

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September 15, 2016

Digital Map Products to Expand Leadership in Spatial Technology with Strategic Growth Investment from Silversmith Capital Partners

[Read the Press Release →](#)

June 14, 2016

Impact Radius Acquires Forensiq, Creating The World's First Marketing System of Record With Built-In Fraud Detection

[Read the Press Release →](#)

June 8, 2016

Impact Radius Secures \$30 Million in Growth Funding from Silversmith Capital Partners

[Read the Press Release →](#)

June 6, 2016

Centauri Health Solutions Acquires IMI Health

[Read the Press Release →](#)

May 16, 2016

Centauri Health Solutions Secures Growth Equity Investment from Silversmith Capital Partners

[Read the Press Release →](#)

April 11, 2016

Silversmith Capital Partners Announces Industry Advisory Board Members

[Read the Press Release →](#)

February 3, 2016

Geofeedia Receives \$17 Million in Growth Capital Led by Silversmith Capital Partners

[Read the Press Release →](#)

December 2, 2015

October 14, 2015

Silversmith Capital Partners Announces New Investment Team Members

[Read the Press Release →](#)

September 8, 2015

Silversmith Capital Partners Closes on \$460 Million

[Read the Press Release →](#)

CONTACT

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