

Nicholas Nardacci
Historical Transaction Summary

Count	Begin Date	End Date	Target /Client Location	Industry	Type	Notes
2023 - Present Deals - Lewis & Clark Ventures						
1	9/1/2024	Present	Company To Be Announced (Austin, TX)	B2B Software	Series A Lead Investor	Real-time data platform for space utilization monitoring. \$2.3mm ARR, 180%+ YoY growth, 92% and 186% gross and net retention, respectively
2	08/2023	Present	Sailes (KC and NYC)	B2B Software	Series A Lead Investor	AI enabled prospecting to supercharge business development reps. Company grew 150%+ within first twelve months of investment (\$2.5mm to \$6.3mm ARR)
3	08/2023	Present	Dalia (Boston)	B2B Software	Series A Lead Investor	HR tech software that simplifies job candidate experience and increases job conversion rates
2021 - 2023 Deals - William Blair						
4	06/2021	12/2021	NY	Technology (IT/Unified Communications)	Continuation Fund	Unified communications / IT Services provider owned by Thompson Street Capital Partners (TSCP). Ran marketing materials, model, customer analytics for LP diligence. \$650M enterprise value
5	06/2021	11/2021	CA	Restaurant Tech	IPO/SPAC	\$625M enterprise value SPAC deal for Presto (combined ~\$1B between SPAC sponsor and Presto) - AI and speech recognition software for restaurants. Leading provider of restaurant labor productivity technologies
6	11/2021	04/2022	FL	Software (Digital Signage)	Sell Side	Digital signage software for Fortune 500 companies. Received \$1.3B LOI from GI Partners before the company took an alternative strategic path
7	04/2022	08/2022	IL	Software (Conversational AI)	\$130M Growth Cap Raise / Strategic Sale	Conversational AI software company to supercharge contact center agents real-time
8	08/2022	10/2022	IA	B2B2C DUI Tech	Buy Side	\$1B enterprise value completed buy-side deal for L Catteron (purchased from WCAS). Leading technology provider of Ignition Interlock Devices
9	10/2022	3/2023	GA	B2B2C Restaurant Tech	Sell Side	\$200M expected enterprise value sale of a sponsor-backed network business model for restaurants, corporations, and business diners
2021 deals - Progress Partners Investment Bank						
10	12/2020	02/2021	FL/GA	Automotive marketing tech	Strategic buy-side	Force Marketing's acquisition of Gulf States Marketing. Closed deal in 46 days from Discovery to Close
11	12/2020	2/22/2021	MA	B2C Sports media / race registration	Strategic buy-side	Outside's acquisition of AthleteReg
12	12/2020	2/22/2021	CA	B2C Sports Media	Strategic buy-side	Outside's acquisition of Peloton Magazine
13	12/2020	3/1/2021	OR	B2C Sports Apparel	Strategic buy-side	Outside's acquisition of Cairn
14	11/2020	06/2021	Confidential	Automotive marketing tech	\$30M growth capital raise	
15	11/2020	06/2021	Confidential	Automotive marketing tech	Sell Side	Created bespoke acquisition presentations and valuation/synergy analyses that were delivered to CEO of Cars.com, leading to 3+ additional calls with their corporate development and strategy team

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16	11/2020	06/2021	NY	Media / Digital Content / OTT	Strategic buy-side	Trusted Media Brand's acquisition of Jukin Media to expand their digital / OTT footprint
17	02/2021	06/2021	NY	D2C e-Commerce	Sell Side	High growth sleepwear company. Helped build out entire financial model and marketing materials and received interest from large consumer-focused sponsors like L Catteron. The company re-prioritized an internal capital raise which put the sell-side mandate on pause
18	02/2021	06/2021	NY	B2B SaaS	Business Development & Sell Side	Sales enablement platform customized for media & ad tech sales execs to help them ID the best prospects and deliver detailed insights on each advertiser. Received strategic investment from Thompson Street Capital and Endicott Capital in September 2021
19	03/2021	06/2021	International	B2B SaaS	Sell Side	Market leading Data Management Provider, white-labeled by various agency holding companies
20	04/2021	06/2021	NY	B2B SaaS / Data	Sell Side	SaaS platform offering data intelligence for measurement, allowing for custom mobility solutions with a focus on data interoperability
21	04/2021	06/2021	Confidential	Software	Sell Side	Logistics enablement SaaS company. Potential public to private transaction
2020 Deals - KPMG Transaction Services, Financial Due Diligence						
22	10/20219	11/2019	Germany & London	Entertainment	Corporate buy-side	Publicly traded entertainment company purchasing a carve-out of a publicly traded European film and television network. Auction process with Morgan Stanley as investment bankers. Provided Quality of Earnings, Net Working Capital, Net Debt and customer metrics analyses, which led to our client lowering its valuation and ultimately walking away from the deal. Traveled to London and Munich for management meetings, established connections with bankers, management team, and client's corporate development team.
23	12/2019	2/2020	IL	Manufacturing	Corporate buy-side	Managed a team of two senior associates. Buy-side diligence services for an international corporate client in the architectural lighting space. Included an auction process and a \$525 million purchase price. Also provided ad-hoc valuation support for the client's DCF model. Coordinated diligence efforts among Tax, Strategy, HR, and Valuation Services. Managed another Manager on this deal as it was her first deal in the group.
24	02/2020	11/2020	WI	Software	PE sell-side	Branded sell-side due diligence services for a 7-entity software company. Provided data and analytics analysis on customer conversion rates, churn, retention, and other operational metrics. Also provided in-depth analysis on revenue recognition criteria for each of the Company's seven brands, outlining the Company's policy and overall impact to revenue had ASC 606 been fully implemented. Led management meeting calls for each entity and managed a senior who was new to our group. Deal sold to Carlyle Group for > \$1 Billion (William Blair were the bankers)
25	06/2020	08/2020	CA	Higher Education	Buy-side	Merger of two colleges, work focused on leveraged free cash flow, leading the day-to-day financial due diligence, and coordination of HR due diligence, tax due diligence, and Infrastructure due diligence. Managed another Manager and Senior Associate. Provided financial due diligence deliverable to the CFO and Chancellor of the University, our client.
26	08/2020	11/2020	MA	Software & professional services (pharma & biotech)	Buy-side	Full responsibility for engagement, including interaction with client, investment bank, and delivery of financial due diligence report.

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2019 Deals - KPMG Transaction Services, Financial Due Diligence						
27	11/2018	08/2019	FL	Software	PE sell-side	Provided sell-side due diligence services for a 65-entity software company with a proposed deal price ~\$3.0-\$4.0 billion.
28	08/2019	08/2019	TX	Software	PE buy-side	
29	08/2019	11/2019	Germany	Software	PE buy-side	Software security for financial services clients (credit card companies primary users). Uncovered various red flags (e.g. a very large non-recurring customer who was going out of business and accounted for 1/3 of the Company's revenue, as well as outlined the financial and operational weaknesses throughout the business). These red flags led to our private equity client walking away from the transaction.
2018 Deals - KPMG Transaction Services, Financial Due Diligence						
30	9/6/2017	10/6/2017	OH	Manufacturing	Corporate buy-side	Carve out of business, certain assets purchased. Led the entire deal and report with limited oversight.
	10/27/2017	11/17/2017	OH	Manufacturing	Corporate buy-side (roll forward)	
31	10/5/2017	11/1/2017	WI	Telecom	PE buy-side	
32	11/7/2017	11/17/17 (pencils down)	TX	Telecom	Corporate buy-side	
33	11/21/2017	12/12/2017	UT	Telecom	Corporate buy-side	Corporate to Corporate (each previously public companies). Potential purchase price of \$4B, worked alongside KPMG teams such as Integration and Separation, Strategy, and Tax, as well as Goldman Sachs as the investment banking team.
34	12/12/2017	1/31/2018 (pencils down)	FL	Healthcare staffing	PE buy-side	Staffing company primarily for traveling nurses
35	2/5/2018	2/23/2018	OH	Manufacturing	Corporate buy-side (roll forward)	
36	3/2/2018	4/6/2018	CA	Retail	Corporate buy-side	
37	4/9/2018	6/1/2018	WI	Manufacturing	Corporate sell-side	First sell-side; architectural lighting company; provided in-depth analysis of technical accounting for inventory standard costing and variances.
38	5/30/2018	6/15/2018	MA	Software	Corporate buy-side	Included technical accounting of new rev rec standard ASC 606 and impact on deal.
39	6/18/2018	Rolled off 6/29	FL	Software	Corporate buy-side	
40	6/29/2018	Present	MA	Software	Corporate buy-side (roll forward)	
41	7/5/2018	7/20/2018	n/a (assist in proposal)	Manufacturing	Corporate sell-side	Assisted in preparing the proposal to offer our diligence services.
42	7/20/2018	11/5/2018	IL	Manufacturing	Corporate sell-side	

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2017 Deals - KPMG Transaction Services, Financial Due Diligence						
43	7/28/2016	8/18/2016	IL	Software	PE buy-side	
44	8/18/2016	9/15/2016	MA	Software	Corporate buy-side	Target was an organizer of various sporting and running events, and the technology behind them. Performed Quality of Earnings analysis, which helped our client make an informed bid/purchase.
45	8/30/2016	9/26/2016	MA	Software	Corporate buy-side	Target was a leader in instant replay software for in-game replay or for game file / practice use (at both the collegiate and professional level - clients included major collegiate athletic conferences, as well as NFL teams).
46	5/16/2017	6/6/2017	PA	Software	Corporate buy-side	
47	6/1/2017	6/15/2017	WA	Nursing home	PE buy-side	
48	6/16/2017	6/24/2017	PA	Retail	PE buy-side	
49	7/10/2017	8/1/2017	FL	Staffing	Corporate buy-side	
50	7/24/2017	9/1/2017	FL	Staffing	Corporate buy-side	Was the client lead for the combined pro forma balance sheet for the 2 acquired companies.