

Nicholas Nardacci

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WORK EXPERIENCE

Lewis and Clark Ventures

Vice President (Senior Associate 06/2023 - 06/2024)

Chicago, IL

06/2023 – Present

- B2B software investor leading seed and series A investments, with a focus on vertical and horizontal applications
- Extensive financial, market, customer, technical, and legal diligence on companies with \$1m to \$6m+ in ARR
- Analyzed ~50 startups per month, distilled key findings and shared opinions at weekly team-wide meetings
- Within first three months of hire, sourced an AP automation FinTech business that we submitted a term sheet on
- Wrote six investment memos for Investment Committee meetings (invested in two, submitted term sheets on three)
- Revamped firm's financial diligence and sourcing strategies, resulting in 30% increase in actionable pipeline opportunities
- Established interviewing framework for portfolio company hiring process, resulting in two new hires and a board member
- Board observer for an HR Tech/candidate conversion platform that is approaching \$2mm in ARR
- Established relationships with 500+ founders and 200+ investors throughout the U.S.
- Lead investor and board observer: \$6mm Series A: AI-enabled sales prospecting company - \$6mm+ ARR and 150% growth first year of investment; deal closed August 2023
 - Built the company's first operating model working with Product, Sales and Marketing, Finance, and Customer Success
 - Sourced independent director and ex-CFO of Marketo to join company as a strategic advisor
 - Led Series B readiness with CEO and CFO - collaborated on budget, KPIs, and investor list
- Lead investor: \$6mm Series A: real-time data platform for space utilization monitoring - \$2.4mm ARR, 185% YoY growth
 - Led investment from memo to due diligence; deal closed November 2024
 - Negotiated 3% higher option pool top-up pre-investment (to avoid dilution) and 10% lower valuation

William Blair

Investment Banking Senior Associate, Technology Group (Associate 06/2021-12/2021)

Chicago, IL

06/2021 - 03/2023

- Led two analysts on \$650 million sell-side of BCM One for Thompson Street Capital Partners and AlpInvest
- Managed team of three analysts on a \$130mm growth capital raise for contact center AI software for Sageview Partners
- Obtained \$500K EBITDA add-backs for \$200mm sell-side for Frontier Growth deal by providing 20+ comments on EY's Quality of Earnings report
- Acted as VP for L Catterton's \$1B Ignition Interlock acquisition, leading operational due diligence and strategic insights
- Secured \$1.3B Letter of Intent (LOI) from GI Partners by driving valuation, diligence, and all marketing materials

Progress Partners

Investment Banking Associate, Technology Group

New York, NY

11/2020 – 06/2021

- Led a team of two to three analysts on six buy side deals and four sell side transactions
- Created valuation/synergy analyses for CEO of Cars.com, which led to four calls with their corporate development team
- Redesigned the sales process for a client that resulted in 40% more follow-up calls and two additional LOIs

KPMG, LLP

Deal Advisory and Strategy & Audit, Software Focus

Boston, MA and New York, NY

10/2013 – 11/2020

- Deal Advisory Sr. Associate, Manager, and Director (2017–2020); Audit Associate & Sr. Associate (2013–2016)
- Managed team of 3-5 on ~30 advisory transactions for clients including Providence Equity, Vista, and TA Associates

CERTIFICATIONS

- Certified Public Accountant (issued 2014, expired 2022), FINRA Securities Industry Essentials (SIE), Series 79, Series 63

EDUCATION

Northeastern University, D'Amore-McKim School of Business

Boston, MA

- Master of Business Administration & Master of Science in Accounting Dual Degree, 3.5 MBA GPA

08/2013

Stonehill College, Meehan School of Business, sister school of University of Notre Dame

Easton, MA

- Bachelor of Science in Business Administration, Finance Major; 3.5 GPA

05/2011

- NCAA Division I baseball team; 3-time award for highest GPA amongst all sports

- Presidential Scholarship for academic achievement, test scores, and competitive curriculum at the high school level

INTERESTS

- Skiing in the Northeast, playing classic rock on guitar, emerging technology, reading business and sci-fi books, exploring breweries with my English bulldog, and staying competitive through team events like pickup basketball