

M&A: Vendor Registry Profile

Vendor Registry Acquisition

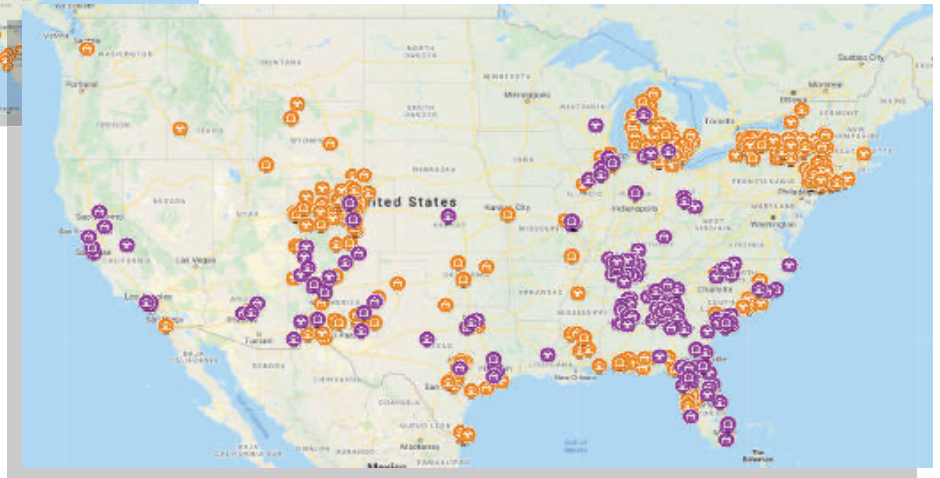
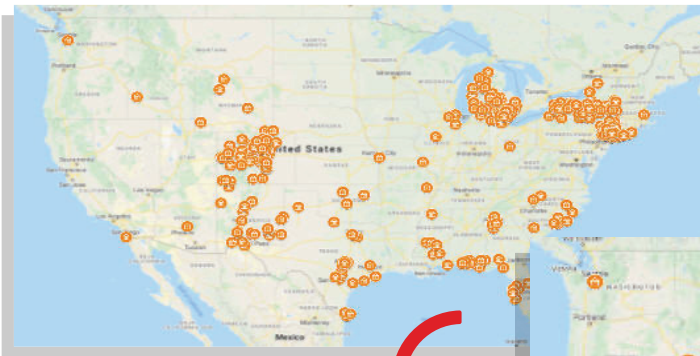
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|-----------------------|-------------------|-----------------|---------------------|
| Close Date | November 16, 2020 | Location | Knoxville Tennessee |
| Purchase price | \$5.25M US | Activity | Strategic Sourcing |

SaaS Based with subscription model

- Public Sector Focused
- Approximately **400** active government agencies
- **70,000** active unique suppliers
- Provides presence in **14** new states and strong combined presence in **10** more
- Over **100** agencies pay for advanced modules
- **68%** growth from FY 18 and projected for over **30%** growth this year

Enhancements to existing Strategic Sourcing activities

- Increases MRR by **5%**
- Increases Supplier Base by **35%**
- Increases Buyer Base by **13%**
- Expands US geographic coverage by **50%**
- Revenue run rate currently over **100k** per month
- **Doubles** the sales team in the US and adds critical DEV resources as well



Scale Business & Reduce Competition - *Before and After*