



Transaction Announcement

January 18, 2022

Connect with us



Madison Park Group is pleased to announce
its role as exclusive financial advisor to

FileTrail®

DEBT PLACEMENT



January 2022

FileTrail Secures Debt Financing from Espresso Capital

January 2022



FileTrail®

DEBT PLACEMENT



In Partnership with the Founding Team

CONTACTS

Christian Vansant
Managing Director
[Email](#) | [LinkedIn](#)

Bobby Andreozzi
Associate
[Email](#) | [LinkedIn](#)

Transaction Highlights

- FileTrail's SaaS-enabled platform provides end-to-end information lifecycle management capabilities spanning both physical and electronic records, including capabilities for digital file transformation, custom retention policies and information taxonomies, and information risk management
- Espresso Capital empowers companies with innovative venture debt solutions

About the Deal

- Founder owned business seeking to secure debt financing to fund new product initiatives and accelerated growth
- Heavily pursued by both alternative lenders and banks as business provided an attractive financial profile and market-leadership in the information governance space
- Selected Espresso as the preferred partner given shared strategic vision and flexible terms

"The Madison Park Group team combined deep information governance domain knowledge with hands-on process execution to help us think through our strategic alternatives and guide us through the fundraising process. They worked tirelessly to get the right outcome for us. We are very pleased with the service that MPG delivered and look forward to working with them again in the future."

— Darrell Mervau, Co-Founder & President, FileTrail

Market Relevance



Right People, Right Narrative, Right Time

Growth Stage

FOCUSED ON TRANSACTIONS WITH \$100-500 MILLION ENTERPRISE VALUE

200+

COMPLETED TRANSACTIONS

\$30+

BILLION IN DEAL VALUE

~30%

CROSS-BORDER DEALS ⁽¹⁾

40%+

SPONSOR-BACKED CLIENTS

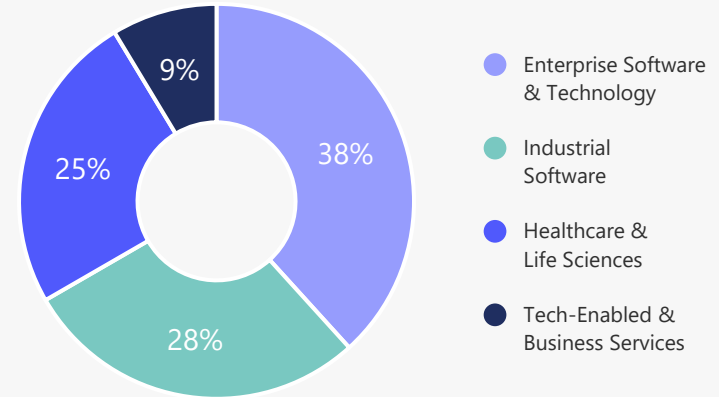
30%+

REPEAT CLIENTS ⁽¹⁾

19

DEDICATED ADVISORS

Our Deep Sector Expertise Drives Better Outcomes ⁽²⁾



(1) Calculated as total clients divided by clients completing more than one transaction with MPG over client relationship, inclusive of investor relationships
 (2) Select deals completed in the last ten years



FOCUS

We partner with global technology clients across North America and Europe



EXPERTISE

We specialize in impacting growth strategies to optimize shareholder value creation



STRATEGY

We marry thoughtful corporate strategy planning with stalwart transactional execution



RESOURCES

Domain experts with active relationships across +1,500 investors

Select Recent Capital Raise Transactions

Select Equity Raise Transactions


Founding Team



MINORITY INVESTMENT



VC-Backed



MINORITY INVESTMENT

Confidential

VC-Backed



MINORITY INVESTMENT



Founding Team



MINORITY INVESTMENT

polarispartners

Founding Team



MAJORITY INVESTMENT



VC-Backed



MINORITY INVESTMENT



VC-Backed



MINORITY INVESTMENT



VC-Backed



MINORITY INVESTMENT



Founding Team



MINORITY INVESTMENT



Select Debt Raise Transactions

Founding Team



DEBT PLACEMENT



PE-Backed



DEBT PLACEMENT



VC-Backed



DEBT PLACEMENT



Founding Team



DEBT PLACEMENT

JPMORGAN CHASE & Co.

Founding Team



DEBT PLACEMENT



VC-Backed



DEBT PLACEMENT



VC-Backed



DEBT PLACEMENT



Founding Team



DEBT PLACEMENT



Proprietary



DEBT PLACEMENT



[Click here for our full transaction list](#)

Senior Leadership Team



Jon Adler
Managing Director
[Email](#) | [LinkedIn](#)

Highlight Areas of Expertise

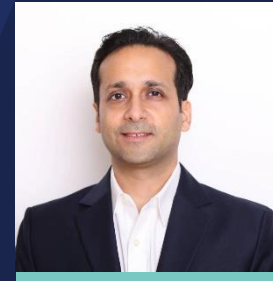
- ✓ EHSQ Technology
- ✓ Healthcare & Life Sciences Technology
- ✓ Non-Profit & Member Management Software



Jeff Herriman
Managing Director
[Email](#) | [LinkedIn](#)

Highlight Areas of Expertise

- ✓ Construct Tech



Rohan Khanna
Managing Director
[Email](#) | [LinkedIn](#)

Highlight Areas of Expertise

- ✓ Healthcare & Life Sciences Technology
- ✓ Managed IT Services
- ✓ Supply Chain Technology



Michael Magruder
Managing Director
[Email](#) | [LinkedIn](#)

Highlight Areas of Expertise

- ✓ Manufacturing Software
- ✓ Supply Chain Technology
- ✓ Sponsor Coverage



R. Drew Ogden
Managing Director
[Email](#) | [LinkedIn](#)

Highlight Areas of Expertise

- ✓ Construct Tech
- ✓ Robotics



Christian Vasant
Managing Director
[Email](#) | [LinkedIn](#)

Highlight Areas of Expertise

- ✓ Cybersecurity
- ✓ Managed IT Services
- ✓ Marketing Technology



Ralph Verrilli
Managing Director
[Email](#) | [LinkedIn](#)

Highlight Areas of Expertise

- ✓ Engineering Software
- ✓ Manufacturing Software
- ✓ IIoT

Disclosure

This presentation has been prepared by Madison Park Group and may only be used for informational purposes. This presentation provides a transaction overview and is not intended to be taken by, and should not be taken by, any individual recipient as investment advice, a recommendation to buy, hold or sell any security, or an offer to sell or a solicitation of offers to purchase any security. Past performance may not be indicative of future results. Different types of investments involve varying degrees of risk, and there can be no assurance that the future performance of any specific investment, investment strategy, or product made reference to directly or indirectly in this document, will be profitable, equal any corresponding indicated historical performance level(s), or be suitable for your portfolio. Acceptance of this information further constitutes your acknowledgement and agreement that Madison Park Group does not make any express or implied representation or warranty as to the accuracy or completeness of the information contained herein and shall have no liability to the recipient or its representatives relating to or arising from the use of the information contained herein or any omissions therefrom. Any use, disclosure, distribution, dissemination, copying or reproduction of this information without prior written consent or approval from Madison Park Group is strictly prohibited. Any third-party trademarks, service marks, logos, and trade names included in the report are property of their respective owners.

Madison Park Group, LLC provides independent financial advice on mergers, acquisitions, financial restructurings, private capital raising and similar corporate finance matters. Madison Park Group is not a retail broker-dealer. This communication is not intended for retail consumption. The firm does not conduct underwriting activities, provide research or analyst reports or solicit or carry accounts for, or offer or sell securities products to retail customers. Madison Park Group is regulated by the Financial Industry Regulatory Authority, Inc. ("FINRA") as a FINRA Member Firm. The information and services provided in this presentation are not provided to and may not be used by any person or entity in any jurisdiction where the provision or use thereof would be contrary to applicable laws, rules or regulations of any governmental authority or regulatory or self-regulatory organization or where Madison Park Group is not authorized to provide such information or services.



New York

3 Park Avenue, 31st Floor
New York, NY 10016

Massachusetts

101 Federal Street, Suite 1900
Boston, MA 02110

New Hampshire

36 Maplewood Avenue
Portsmouth, NH 03801

Pennsylvania

555 E Lancaster Avenue, Suite 500
Wayne, PA 19087

www.madisonparkgrp.com