



### GROWTH DEBT

- Term Debt
- Bridge and Standby Facilities

## Flexible Technology Growth Capital

### GROWTH EQUITY

- Minority Preferred
- Convertibles

## TARGET COMPANY PROFILE Mid-later stage, seeking expansion capital



**Industry Focus**  
Technology & Technology-Enabled Services



**Geography**  
Across North America



**Preferred Sectors**  
Enterprise Software & Key Verticals (Fintech, Healthcare, Others)



**Revenue**  
\$10+ million run-rate



**Profitability**  
Not required, growth prioritized



**Investors**  
Bootstrapped or VC / PE backed, private or public

## WHY VISTARA?

Flexible, tailored growth capital solutions



Unique ability to invest across the capital structure as debt and/or equity



\$5-15 million per investment (ability to syndicate larger deals)



Less dilutive, growth oriented structures, will also subordinate to existing senior lenders



Flexible duration (1-5 years) and attractive interest only structures



Highly responsive with streamlined and transparent process to close



Industry experienced and connected team



Funded by leading technology executives, family offices, foundations and entrepreneurs

## FUNDING USE CASES



**Expansion**  
Organic growth initiatives



**Acquisitions**  
Standby or committed facilities



**Bridging**  
Between rounds, pre-IPO or M&A exit



**Liquidity**  
Recapitalizations or buyouts of existing shareholders



**Refinancing**  
Nearing maturity, covenant concerns, or commencement of amortization

## KEY CONTACTS



Randy Garg

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John O'Donoghue

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Kathleen Kaulins

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Neil Kenley

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## INVESTMENT TEAM



### Randy Garg

FOUNDER & MANAGING PARTNER

25+ years in technology finance, venture capital and investment banking. Managed prior family office fund following same investment strategy as Vistara.



### Noah Shipman

PARTNER

10+ years in technology finance, investment banking, public and private company corporate development and strategy.



### John O'Donoghue

DIRECTOR, INVESTMENTS

10+ years in engineering, cleantech, direct and private equity fund investing.



### Kathleen Kaulins

DIRECTOR, INVESTMENTS

10+ years in operations in tech finance, strategy, and product roles, plus investment banking.



### Neil Kenley

DIRECTOR, INVESTMENTS

10+ years in tech startups, strategy, corporate development, private debt and investment banking.

## CURRENT PORTFOLIO COMPANIES



VIEW ADDITIONAL COMPANIES <https://vistaracapital.com/#portfolio>

## TESTIMONIALS

“Randy has been a very helpful and collaborative partner over a number of years, and in his observer capacity has been an insightful contributor to the executive team and Board. Zafin has used capital provided by funds managed by Randy on two different occasions, in order to accomplish goals at different points in our growth cycle. When seeking capital the second time, based on previous experience we did not hesitate to work with Vistara again. Their patient and creative investment structures have enabled us to fund our continued accelerated growth path, while creating the flexibility to raise traditional equity capital at more optimal junctures and limit overall dilution.”

### AL KARIM SOMJI

CEO, ZAFIN

“We bootstrapped InvestEdge from an idea to servicing over \$1 trillion in assets in 17 years. We considered equity financing but instead chose Vistara as our first external investor. They created tailored solution to our capital requirements without creating complex equity structures. Their debt funding was exactly what we needed to launch additional products and continue to grow rapidly. Vistara has been a great partner, providing guidance when needed and allowing us to transform our business.”

### BOB STEWART

CEO, INVESTEDGE

“Vistara Capital has proven to be a valuable partner. The team takes a proactive approach in understanding the core value of our technology and key growth drivers. Their input has helped us develop an effective and bespoke growth financing solution that has accelerated Blueprint’s sustainable growth trajectory.

We appreciate how Vistara often goes the extra mile; our relationship has yielded exceptional benefits through the many meaningful introductions to their extensive and trusted network of contacts.”

### DAN SHIMMERMAN

CEO, BLUEPRINT

“Vistara’s creativity and flexibility stood out as we looked at different capital sources to fund our growth plans. They stepped up again as we completed an important acquisition soon into our relationship. Vistara really embodies what it means to be a growth partner, and have proven to bring a lot of value to the table in addition to capital.”

### JIM SCHULER

CFO, BACKSTOP SOLUTIONS

VIEW ADDITIONAL TESTIMONIALS <https://vistaracapital.com/#testimonials>