



Union Square Advisors is a leading technology-focused investment bank that offers strategic mergers & acquisitions advice and execution, agented private capital financing, and debt capital markets advisory services.

Founded in 2007, with offices in San Francisco and New York, Union Square Advisors works with leading public and private technology companies, private equity, venture capital, and family offices. Our expertise spans many aspects of the technology landscape, including Enterprise Software and Infrastructure, FinTech, Healthcare IT, Internet+ Digital Media, eCommerce, Consumer Software, AIoT and Industrial Software and other key segments.

KEY THEMES



Customer Engagement
MarTech, SalesTech and Customer Service capabilities focused on optimizing the complete B2B & B2C customer journey



AIoT and Big Data
Technology themes converging as the proliferation of distributed connected devices (IoT, edge) enlarges the digital surface area in which software (AI) can optimize and automate business processes



eCommerce & CX
Brands are flourishing, online consumer behaviors are evolving, and marketers / brands require an omni-channel view of customers driven by AI and deep analytics



Industrial Digitalization
Digital transformation underway for Industrial OEMs & tech in manufacturing and broader industrials sector, creating rapid changes to industries, societal patterns, and processes – catalyzed by increasing interconnectivity, AI and smart automation



Healthcare IT
With dramatic shifts in business, clinical and care delivery models, the health care sector is increasingly leveraging software and other technologies to optimize both outcomes and operations



FinTech
Traditional financial services firms face significant pressure to deliver new capabilities across payments, lending, digital currencies, wealth management, GRC and other segments as next- generation players create real disruption



Enterprise Digital Transformation
Digitization of enterprise workflows and increasing cloud adoption within the enterprise



Converged Solutions
Reach critical mass, scalable systems that fit the needs of next-gen applications and data centers



Morphing Security Landscape
New paradigms around threat detection, protection, mitigation and remediation in security

LEADERSHIP

Our senior bankers have a collective 275+ years of experience. Our partners and managing directors are intimately involved in every transaction.



Carter McClelland, Chairman
carter.mcclelland@usadvisors.com
212-376-1750
Experience: 40+ years of investment banking and advisory experience at Morgan Stanley, Deutsche Bank and Bank of America



Ted Smith, Partner and President
ted.smith@usadvisors.com
415-501-8007
Experience: 30+ years of technology investment banking and advisory experience at Morgan Stanley, Deutsche Bank and Credit Suisse



Wayne Kawarabayashi, Partner, Head of Mergers & Acquisitions, Chief Operating Officer
wayne.kawarabayashi@usadvisors.com
212-376-1730
Experience: 26+ years of technology investment banking and advisory experience at Barclays and Lehman Brothers



Michael Meyer, Partner, Head of Capital Markets
michael.meyer@usadvisors.com
212-376-1725
Experience: 30+ years of Leveraged Finance, Global Credit and Fixed Income with Morgan Stanley, RBC Capital Markets, and Bank of America



Devon Ritch, Partner, Mergers & Acquisitions
devon.ritch@usadvisors.com
415-501-8040
Experience: 20+ years of technology investment banking and advisory experience at RBC Capital Markets. Earlier, Devon practiced M&A law as an Associate at Wilson Sonsini Goodrich & Rosati.



Andrew Atherton, Partner, Software
andrew.atherton@usadvisors.com
415-501-8022
Experience: 16+ years of technology investment banking and principal investing experience at RBC Capital Markets, Goldman Sachs and Raymond James



Dean Riskas, Vice Chairman
dean.riskas@usadvisors.com
415-501-8080
Experience: 35+ year track record providing or privately placing debt and equity financing; former President, North America, of TriplePoint Capital



Phillip Kim, Managing Director, Mergers & Acquisitions
phillip.kim@usadvisors.com
212-376-1777
Experience: 18+ years of technology investment banking and advisory experience at Greenhill & Co., Lehman Brothers, and Deutsche Banc Alex. Brown



Emily Anderson, Managing Director, Head of Sponsor Coverage
emily.anderson@usadvisors.com
212-376-1760
Experience: 16+ years of transaction advisory experience at CODE Advisors, Goldman Sachs, and Ernst & Young



Todd Holman, Managing Director, Internet & Digital Media
todd.holman@usadvisors.com
415-501-8025
Experience: 10 years in the finance sector with M&A advisory, debt and equity transaction experience across the technology sector at RBC Capital Markets



Will Andereck, Managing Director, Software
will.andereck@usadvisors.com
415-501-8023
Experience: 13+ years of investment banking experience at Union Square Advisors, focused on buy-side & sell-side transactions and private capital financings in enterprise software



Erich Fritz, Managing Director, Software
erich.fritz@usadvisors.com
415-501-8035
Experience: 12 years of investment banking experience focused on the software, AIoT and industrial technology segments at Baird, Jefferies, RBC Capital Markets and UBS



Michael Moore, Managing Director, Capital Markets
michael.moore@usadvisors.com
212-376-1740
Experience: 14+ years of Leveraged Finance experience primarily focused on the technology and consumer industry verticals at Citigroup

Celebrating 15 Years

165+ TRANSACTIONS EXCEEDING \$115 BILLION

SAN FRANCISCO
1 Embarcadero Center
Suite 950
San Francisco, CA 94111
415.501.8000

NEW YORK
1350 Avenue of the Americas
Suite 700
New York, NY 10019
212.376.1700

www.usadvisors.com
Union Square Advisors LLC,
is a registered broker-dealer
and member of FINRA
and SIPC.



Consistently Achieving Optimal Outcomes
for Our Private and Public Technology Clients

Pre-eminent Advisor to the Industry’s Highly Active
Buyers Across Corporates and Private Equity Firms

Bringing Clarity to Complex Transactions

Sell-Side

 in its sale to 	 in its sale to 	 in its \$918M sale to 	 in its \$967M merger with 	 in its sale to 	 in its \$202M sale to 	 in its sale to 	 in its merger with  for up to \$1.3B	 in its sale to 	 in its sale to 
 in its sale to 	 in its majority sale to 	 in its \$245M sale to 	 in its majority sale to 	 in its sale to 	 in its \$435M sale to 	 in its \$1.4B sale to 	 in its \$200M sale to 	 in its \$440M sale to 	 in its \$380M* sale to 

Buy-Side

 in its \$1.1B merger with 	 in its investment in 	 in its \$775M acquisition of 	 in its majority stake acquisition of 	 in its \$215M acquisition of 	 in its \$275M acquisition of 	 in the \$67B acquisition of 	 in its \$925M acquisition of 	 in its \$720M majority stake acquisition of 	 in their \$5.3B acquisition of 
---	---	---	---	--	--	--	---	--	---

Capital Markets

 in its capital raise with 	 in its \$29M financing from 	 in its \$30M debt refinancing from 	 in its \$100M growth investment led by 	 in its \$100M financing by 	 in its \$100M investment in 	 Financial Advisor in connection with Credit Facilities of \$2.7B	 in its growth financing from 	 in its \$100M financing with 	 in its \$45M equity financing 
---	---	--	--	--	---	---	--	--	---

Union Square Advisors has advised on a coveted list of
important transactions, spanning mergers, acquisitions, capital raises and special situations.



* Transaction value per 451 Research The transactions above represent a select sample of our total volume