



Union Square Advisors Bolsters Software Expertise with Managing Director Hire

Chris Appaneal brings 15+ years of software investment banking experience to the firm

NEW YORK & SAN FRANCISCO, March 11, 2024 - [Union Square Advisors](#), a technology-focused investment bank, today announced that Chris Appaneal has joined the firm as a Managing Director. In his role, Appaneal will cover back-office application software, with a specific focus on the governance, risk and compliance (GRC) sector, working closely with Partner Andrew Atherton and President and Co-founder Ted Smith.

Over the course of his career, Appaneal has led engagements across various subsectors of enterprise software, including GRC, human resources technology, fintech, supply chain management, and c-suite solutions. Appaneal's hiring further bolsters the firm's capabilities and offerings across the broad enterprise application software space.

"Client demand for back-office and risk management software is greater than ever," said Atherton. "Now is a pivotal time to expand our expertise to continue to build on our strong momentum in the sector, having recently advised Ventiv on its sale to Riskconnect and Carlyle on its majority investment in Exiger. I look forward to partnering with Chris on future engagements, and to leveraging his deep expertise and transaction experience in this important sector of the market."

"I am grateful for the opportunity to join Andrew and the broader USA team to help drive the firm's innovative advisory thesis forward," adds Appaneal. "I look forward to collaborating with USA's other senior leaders to better serve our clients' needs during this exciting time in software."

Appaneal joins Union Square Advisors with more than 15 years of experience in investment banking, focusing on sell-side M&A and private capital raises within the software sector and specifically GRC. Most recently, Appaneal served as a Director at TD Securities. Prior to TD Securities, he spent more than half of his career at Raymond James within various positions in the Technology and Services Investment Banking Group. He has also held positions at Canaccord Genuity in the Global Capital Markets Group and BDO Capital Advisors. He began his career at Bank of America Merrill Lynch.

About Union Square Advisors

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, HealthTech, Internet+Digital Media, eCommerce, Consumer Software, AIoT & Industrial Technology, GRC, Back-Office Software and other key segments. Since inception, Union Square Advisors has advised on more than 175 strategic and financing transactions, valued in excess of \$120B. For more information, please visit <http://www.usadvisors.com>. Member FINRA and SIPC.

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