

PANEL DISCUSSION

HOW TO STAY ON TOP IN THE RAPIDLY EVOLVING M&A AND FUNDRAISING LANDSCAPE

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OUR PANEL



Moderator
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- VP, Tech M&A, Corum Group
- 30 years industry experience
- Kodak, FileNET, Magellan, Kofax
- Co-Founder Tallega Software (sold to InStream)



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- 30 years industry experience
- Kodak, IMC
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1. We are spending a lot of time talking about AI today; how do you see the evolution of AI, in particular the introduction of Generative AI and Large Language Models, affecting the valuation of Capture & IDP vendors?

2. From 2016 through 2021, thanks to low interest rates and the introduction of AI full-scale into the Capture market (which actually spawned what is now known as Intelligent Document Processing), we saw unprecedented investment in the Capture space. How are those investments working out?

3. Now that interest rates are up, and investment in general is harder to come by, how is the market reacting?

4. In early June, Instabase, still a relative start-up in this market, raised a series C round of \$45M at a valuation of \$2B. Is this a fluke? What should Capture & IDP vendors in the market be doing to raise their valuations? What are VCs looking for? For instance, is there a preferred ratio of software to services revenue?

5. Do you see major consolidation in the Capture & IDP on the way? If so, who do you think will be buying who?

6. Along those lines, what do vendors need to do to successfully sell a company in today's market? What are buyers looking for? How should a vendor go about preparing its business for sale?

7. Let's flip and look at things from a buyer's standpoint. Say I am a software vendor looking to consolidate the market or add some technology, or a hardware vendor looking to add Capture SW to my portfolio. What am I looking for in a prospective target?

8. What are some keys to negotiating successfully from both a buyer and seller standpoint?

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