



Experienced Software & Tech Enabled Services Lender

COMPANY PROFILE

Annual Recurring Revenue: \$5 to \$25 million

Annual Net Revenue Retention: 80%+

Contribution Margin: 50%+

Profitability: Not required, but a path to profitability preferred

INVESTMENT PARAMETERS

Deal Size: \$10 to \$50 million

Duration: 3-5 years

Interest: Cash and deferred pay

Covenants: Flexible; typically based on recurring revenue and liquidity

Warrant Coverage: Typically not required

Debt / Annual Recurring Revenue: Up to 2.0x

SOFTWARE & TECH ENABLED SERVICES PRACTICE OVERVIEW

Elm Park Capital is a Dallas-based investment firm with a core focus in providing debt financing for software and technology companies requiring a flexible partner with experience in structuring around non-traditional leverage and valuation metrics. Elm Park primarily focuses on businesses with recurring revenue that require a flexible debt partner to support various situations, including recapitalizations, acquisitions, growth/primary capital, refinancings, or other unique capital needs.

CONTACT US

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REPRESENTATIVE TRANSACTIONS

<p>\$20,000,000</p> <p><i>Sales ERP Software</i></p> <p>Senior Secured Credit Facility</p> <p><i>Buyout & Acquisition Facility</i></p> <p> Elm Park Capital</p>	<p>\$13,000,000</p> <p><i>Field Service Management Software</i></p> <p>Senior Secured Credit Facility</p> <p><i>Buyout</i></p> <p> Elm Park Capital</p>	<p>\$26,000,000</p> <p><i>Digital Forensics & eDiscovery Software</i></p> <p>Senior Secured Credit Facility</p> <p><i>Recapitalization</i></p> <p> Elm Park Capital</p>	<p>\$12,000,000</p> <p><i>Partner Relationship Management Software</i></p> <p>Senior Secured Credit Facility</p> <p><i>Growth Capital</i></p> <p> Elm Park Capital</p>	<p>\$13,000,000</p> <p><i>Real Estate Data as a Service Provider</i></p> <p>Senior Secured Credit Facility</p> <p><i>Acquisition & Growth Capital</i></p> <p> Elm Park Capital</p>	<p>\$27,000,000</p> <p><i>Event Management Software</i></p> <p>Unitranche Credit Facility</p> <p><i>Refinancing & Growth Capital</i></p> <p> Elm Park Capital</p>
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