



VISTARA GROWTH

Flexible Growth Capital

"VISTARA" (SANSKRIT) = EXPANSION

At Vistara, we provide flexible growth capital solutions to mid-later-stage technology companies. We are unique in our ability to create tailored investment structures comprised of:



Growth Debt

- Term Debt
- Standby Facilities
- Convertibles

AND/OR



Growth Equity

- Minority Investments
- Primary and Secondary Capital
- Hybrid Instruments

TARGET COMPANY PROFILE



INVESTMENT FOCUS

Software & Technology
Enabled Services



GEOGRAPHY

North America &
Select Global Markets



FINANCIAL PROFILE

Scaled or Scaling Past \$10M
Revenue, Profitability Not Required



INVESTMENT SIZE

Ranges from \$10M-\$30M
(Ability to syndicate larger amounts)

Select Portfolio Companies

[EXPLORE OUR CASE STUDIES](#)

EXITED

BitTitan

INVESTEDEGE

ZAFIN

illusive

KURTOSYS

youi

Mobify

BACKSTOP SOLUTIONS

algo

Alida.

brim

D3 SECURITY

IMPACT ANALYTICS

Integral

kentik

kore.ai

NETWORK

Reach

sama

Skytap

VALD

CURRENT

Why Vistara?



TAILORED

We craft combinations of debt & equity to fuel growth while limiting dilution



EXPERTISE

Exclusive focus on tech & key verticals enables us to be more insightful partners



PATIENT

Our debt structures are effectively "rental equity" with a 3-5 year maturity & interest-only payments



SUPPORTIVE

Proven partner for equity sponsored & bootstrapped companies through various market cycles



COLLABORATIVE

Partner with bank lenders to enhance access & lower overall cost of capital



RESPONSIVE

Quick feedback on pricing & terms with streamlined & transparent process to close



SCALABLE

Our investment can be accessed over time to avoid unnecessary cost & dilution



VALUES DRIVEN

We act with integrity & a spirit of enablement for our companies, employees & communities

Funding Use Cases



EXPANSION

Organic growth initiatives



LIQUIDITY

Recapitalizations or buyouts of existing shareholders



ACQUISITIONS

Standby or committed facilities



REFINANCING

Nearing maturity, covenant flexibility, or commencement of amortization



RUNWAY EXTENSION

Between rounds, prior to exit or to reach profitability



EVOLUTIONS

Services to product driven, perpetual license to SaaS



Our Senior Team



Randy Garg, CFA

Founder & Managing Partner,
Founded Vistara in 2015

30+ years of tech investing experience as a VC, advisor and growth capital investor. Broad enterprise software and tech-enabled services expertise.



Noah Shipman, CFA

Partner · *Joined Vistara in 2015*

15+ years as an investor and advisor to tech companies. Involved in all Vistara investments and operations since inception. Corporate development experience acquiring and integrating companies, and negotiating financings and exits as a technology-focused investment banker.



John O'Donoghue, CFA

Principal · *Joined Vistara in 2017*

15+ years as an investor including extensive investment experience at Vistara where focus areas encompass cybersecurity, DevSecOps, cloud/IT infrastructure and energy tech. Background in engineering, corporate development and investment.



Neil Kenley

Principal · *Joined Vistara in 2020*

10+ years as an investor with partnerships and strategic finance background and experience in corporate development, private debt, and investment banking. Focus areas include fintech, digital commerce and AI/ML.

Testimonials

“As a 5-time founder entrepreneur, I have worked with numerous investors at various stages. Vistara has been especially impressive in their involvement with Kore, initially as a lender and now as an equity partner.

It's critical for founders to partner with investors that have had experience not only in good times, but ones that can deal with bumps in the road and help make important decisions in the best interests of the company. I look forward to a continued long term highly productive relationship with the team at Vistara as we execute on our ambitious growth objectives.”

RAJ KONERU FOUNDER & CEO **kore.ai**

“It was important for us to find a partner that not only understood our industry but our business goals and unique needs as well. From the very beginning, the team at Vistara took the time to get to know our company in depth and worked closely with us to put together a flexible financing solution that gave us the runway we needed to continue our growth while enabling us to keep all our long and short term financing and strategic options open, leading to our successful exit.

We couldn't be happier with the outcome, and we believe that our partnership with Vistara was a key factor in our success. Thank you to the entire Vistara team for their support and expertise.”

OFER ISRAELI FOUNDER & CEO **illusive** (EXITED - 2022)

“Without a doubt, the team at Vistara are awesome and I would highly recommend them as a partner. Their insight on financing strategy – when and how to consider equity and debt at different points in our growth cycle – has been invaluable in furthering the development of You.i TV.

The ability to access varied types of capital through Vistara and their network is just one of the major benefits of working with them. As a Canadian fund complementing our US investment partners, we couldn't have asked for a better match.”

JASON FLICK CO-FOUNDER & CEO **you.i** (EXITED - 2020)

“Vistara has been a very helpful and collaborative investor and partner over a number of years, and has been an insightful contributor to the executive team and Board. Zafin has used capital provided by Vistara in order to accomplish goals at different points in our growth cycle.

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 CO-FOUNDER & CEO **zafin** (EXITED - 2024)

“As the founder and CEO of D3, I have had the privilege of partnering with Vistara Growth to take our business to the next level. The growth equity provided by Vistara has been instrumental in helping us to really advance our go-to-market efforts while continuing our product development. Their team has not only provided us with capital to invest in the business with but also acted as a sounding board and provided guidance that has helped us make strategic decisions for growth.

Their understanding of the cybersecurity domain and commitment to our success has been a major factor in our accelerated growth and expansion. I highly recommend Vistara to any business looking for a trusted partner to support their growth goals.”

GORDON BENOIT FOUNDER & CEO **D3 SECURITY**

“We bootstrapped InvestEdge from an idea to servicing over \$1 trillion in assets in 17 years. We considered traditional equity financing but instead chose Vistara as our first external investor. They created a tailored solution for our capital requirements without creating complex 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 CO-FOUNDER & CEO **INVESTEDGE** (EXITED - 2020)

