

## AppDynamics | Company Profile

## General Information

pbID: 52228-63

The company reached a definitive agreement to be acquired by Cisco Systems (NASDAQ: CSCO) for \$3.7 billion on January 24, 2017, two days prior to an expected listing on the NASDAQ stock exchange. The acquisition will give Cisco Systems' customers end-to-end insight across their technology stack. The company was expected to price their initial public offering at \$12-\$14 per share but this deal is expected to close around \$26 per share, effectively doubling the company's valuation. The company is being actively tracked by PitchBook.

Developer of an application performance management (APM) software created to monitor the performance of business applications. The company's integrated suite allows users to have a real-time insights into application performance, user performance and business performance and enables its customers to make faster decisions and enhance customer engagement and improve operational and business performance.

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Chief Financial Officer

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**Phone:** +1 (415) 442-8400**Fax:** +1 (415) 442-8499**Email:** [info@appdynamics.com](mailto:info@appdynamics.com)**Website:** [www.appdynamics.com](http://www.appdynamics.com)**Formerly Known As:** Singularity Technologies**Legal Name:** AppDynamics, Inc.**Business Status:** Generating Revenue/Not Profitable**Ownership Status:** Privately Held (backing)**Financing Status:** Venture Capital-Backed**Year Founded:** 2008**Universe:** Venture Capital, Private Equity, M&A**SIC Code:** (7372) Services-prepackaged software**Primary Industry:** Automation/Workflow Software**Other Industries:** Network Management Software**Verticals:** SaaS**Employees:** 1,200

## Current Executives (18)

Name	Title	Board Seats	Office	Email	Phone
<a href="#">David Wadhvani</a>	Chief Executive Officer, President & Board Member	1	San Francisco, CA	<a href="mailto:dwadhwani@appdynamics.com">dwadhvani@appdynamics.com</a>	+1 (415) 442-8400

Randy Gottfried	Chief Financial Officer	1	San Francisco, CA	<a href="mailto:randy.gottfried@appdynamics.com">randy.gottfried@appdynamics.com</a>	+1 (415) 442-8400
Bhaskar Sunkara	Chief Technology Officer, Head of Product and Founding Team Member		San Francisco, CA	<a href="mailto:bsunkara@appdynamics.com">bsunkara@appdynamics.com</a>	+1 (415) 442-8400
Kendall Collins	Chief Marketing Officer		San Francisco, CA	<a href="mailto:kendall.collins@appdynamics.com">kendall.collins@appdynamics.com</a>	+1 (415) 442-8400
Dali Rajic	Chief Revenue Officer		Dallas, TX	<a href="mailto:dali.rajic@appdynamics.com">dali.rajic@appdynamics.com</a>	+1 (469) 533-1440
Hatim Shafique	Chief Customer Success Officer & Senior Vice President, Technical Operations		San Francisco, CA	<a href="mailto:hshafique@appdynamics.com">hshafique@appdynamics.com</a>	+1 (415) 442-8400
Susan Lovegren	Chief People Officer		San Francisco, CA	<a href="mailto:susan.lovegren@appdynamics.com">susan.lovegren@appdynamics.com</a>	+1 (415) 442-8400
Olivier Crameri	Principal Software Engineer		San Francisco, CA	<a href="mailto:olivier@bugbuster.com">olivier@bugbuster.com</a>	+1 (415) 442-8400
Renault Lecoultre	Principal Software Engineer		San Francisco, CA	<a href="mailto:renault.lecoultre@appdynamics.com">renault.lecoultre@appdynamics.com</a>	+1 (415) 442-8400
Asger Pedersen	Senior Sales Engineer		San Francisco, CA	<a href="mailto:asger.pedersen@appdynamics.com">asger.pedersen@appdynamics.com</a>	+1 (415) 442-8400
Michael Redman	Senior Sales Engineer		San Francisco, CA	<a href="mailto:michael.redman@appdynamics.com">michael.redman@appdynamics.com</a>	+1 (415) 442-8400
Yitao Sun	Senior Software Engineer		San Francisco, CA		+1 (415) 442-8400
Jyoti Bansal	Founder & Chairman	1	San Francisco, CA	<a href="mailto:jbansal@appdynamics.com">jbansal@appdynamics.com</a>	+1 (415) 442-8400
Dan Wright JD	Senior Vice President, General Counsel and Corporate Secretary		San Francisco, CA	<a href="mailto:dan.wright@appdynamics.com">dan.wright@appdynamics.com</a>	+1 (415) 442-8400
Naresh Agarwal	Vice President of Engineering & Head of India Research & Development		Munich, Germany	<a href="mailto:naresh.agarwal@appdynamics.com">naresh.agarwal@appdynamics.com</a>	+49 (0)89 9040 5066

<a href="#">Kevin Goldberg</a>	Manager, Senior Content Marketing	San Francisco, CA	<a href="mailto:kevin.goldberg@appdynamics.com">kevin.goldberg@appdynamics.com</a>	+1 (415) 442-8400
<a href="#">Danny Winokur</a>	Senior Vice President, Customer and Strategic Operations	San Francisco, CA	<a href="mailto:danny.winokur@appdynamics.com">danny.winokur@appdynamics.com</a>	+1 (415) 442-8400
<a href="#">Kevin Wagner</a>	Vice President, Corporate Development	San Francisco, CA	<a href="mailto:kevin.wagner@appdynamics.com">kevin.wagner@appdynamics.com</a>	+1 (415) 580-4197

## Current Board Members (12)

Name	Title	Representing	Role	Since
<a href="#">Asheem Chandna</a>	Partner	<a href="#">Greylock Partners</a>	Board Member	Apr 2008
<a href="#">Brett Rochkind</a>	Managing Director	<a href="#">General Atlantic</a>	Board Member	Dec 2015
<a href="#">Chuck Robel</a>	Board Member	Self	Board Member	Apr 2014
<a href="#">David Scott</a>	Board Member	<a href="#">AppDynamics</a>	Board Member	Jun 2015
<a href="#">David Wadhvani</a>	Chief Executive Officer, President & Board Member	<a href="#">AppDynamics</a>	Chief Executive Officer, President & Board Member	Sep 2015
<a href="#">Dev Ittycheria</a>	Angel (individual)	Self	Board Member	Apr 2008
<a href="#">Jyoti Bansal</a>	Founder & Chairman	<a href="#">AppDynamics</a>	Founder & Chairman	Oct 2015
<a href="#">Matthew Murphy</a>	Partner Emeritus & Advisor	<a href="#">Kleiner Perkins Caufield &amp; Byers</a>	Board Observer	Jan 2012
<a href="#">Neeraj Agrawal</a>	General Partner	<a href="#">Battery Ventures</a>	Board Observer	Jul 2014
<a href="#">Ravi Mhatre</a>	Co-Founder, Partner & Managing Director	<a href="#">Lightspeed Venture Partners</a>	Board Member	Apr 2008
<a href="#">Robert Swan</a>	Operating Partner	<a href="#">General Atlantic</a>	Board Member	Dec 2015
<a href="#">Stephen Harrick</a>	General Partner	<a href="#">IVP</a>	Board Observer	Jan 2013

## Deal History (10)

#	Deal Type	Date	Amount	Raised to Date	Pre-Val	Post-Val	Status	Stage
10.	Merger/Acquisition	24-Jan-2017	\$3.70B	\$384.50M		\$3.70B	Announced	Generating Revenue/Not Profitable
9.	IPO	25-Jan-2017	\$188.50M <sup>E</sup>		\$1.41B	\$1.60B <sup>E</sup>	Cancelled	Generating Revenue
8.	Secondary Transaction - Private	31-May-2016		\$384.50M			Completed	Generating Revenue
7.	Later Stage VC (Series F)	01-Dec-2015	\$158.00M	\$335.00M	\$1.74B	\$1.90B	Completed	Generating Revenue
6.	Later Stage VC (Series E)	22-Jul-2014	\$120.00M	\$226.50M	\$990.22M	\$1.06B	Completed	Generating Revenue
5.	Debt - General	02-Jun-2014	\$20.00M	\$106.50M			Completed	Generating Revenue
4.	Later Stage VC (Series D)	23-Jan-2013	\$50.00M	\$86.50M			Completed	Startup
3.	Later Stage VC (Series C)	17-Jan-2012	\$20.00M	\$36.50M	\$170.02M	\$190.02M	Completed	Startup
2.	Early Stage VC (Series B)	03-May-2010	\$11.00M	\$16.50M	\$34.69M	\$45.69M	Completed	Startup
1.	Early Stage VC (Series A)	04-Apr-2008	\$5.50M	\$5.50M	\$7.37M	\$12.87M	Completed	Startup

<sup>E</sup> Estimated

#### Cap Table History (as of 01-Dec-2015)

Stock	# of Shares Authorized	Par Value	Dividend Rate(\$)	Original Issue Price	Liquidation	Liquidation Pref. Multiple	Conversion Price	% Owned
Series F	10,941,884	\$0.001000	\$1.10	\$13.71	\$13.71	1x	\$13.71	5.37%
Series E	7,069,152	\$0.001000	\$0.79	\$9.90	\$9.90	1x	\$9.90	6.25%
Series D	8,567,116	\$0.001000	\$0.47	\$5.84	\$5.84	1x	\$5.84	7.57%
Series C	8,469,438	\$0.001000	\$0.19	\$2.36	\$2.36	1x	\$2.36	7.49%
Series B	16,997,604	\$0.001000	\$0.05	\$0.65	\$0.65	1x	\$0.65	15.02%
Series A	22,000,000	\$0.001000	\$0.02	\$0.25	\$0.25	1x	\$0.25	19.44%

Series Terms for: A, B, C, D, E, F (as of 01-Dec-2015)

<b>Liquidation Preferences:</b>	Pari Passu	<b>Cumulative/Non-cumulative:</b>	Non-Cumulative
<b>Participating vs. Non-participating:</b>	Non-participating	<b>Anti-dilution Provisions:</b>	Weighted Average
<b>Dividend Rights:</b>	Yes	<b>Board Voting Rights:</b>	Yes
		<b>General Voting Rights:</b>	Yes

### Deal #10: Merger/Acquisition, \$3.70B, Announced/In Progress, 24-Jan-2017

<b>Deal Types:</b>	Merger/Acquisition	<b>Financing Status:</b>	Pending Transaction (M&A)	<b>Post Valuation:</b>	\$3.70B
<b>Deal Amount:</b>	\$3.70B	<b>Financing Source:</b>	Corporate	<b>CEO/Lead Mgt:</b>	David Wadhvani
<b>Deal Status:</b>	Announced/In Progress	<b>Raised to Date:</b>	\$384.50M **	<b>Site:</b>	San Francisco, CA
<b>Deal Date:</b>	24-Jan-2017			<b># of Employees:</b>	1,200
<b>% Acquired:</b>	100.00%			<b>Business Status:</b>	Generating Revenue/Not Profitable

\*\* Includes \$70.00M of known debt; Does not include grant funding

#### Deal Synopsis:

The company reached a definitive agreement to be acquired by Cisco Systems (NASDAQ: CSCO) for \$3.7 billion on January 24, 2017. The acquisition will give Cisco Systems' customers end-to-end insight across their technology stack. The company has raised more than \$300 million in total funding.

#### 1 Investors

Investor Name	Status	Lead	Comments
1. <a href="#">Cisco Systems</a>	Pending		Invested: \$3.70B Lead Partner: <a href="#">Rob Salvagno</a> Form of Payment: Combination of Stock & Cash

#### 16 Sellers/Exiters

Seller/Exiter Name	Partial/Full	Comments
1. <a href="#">Adage Capital Management</a>	Full	% Company Still Held: 0.00%
2. <a href="#">Altimeter Capital Management</a>	Full	% Company Still Held: 0.00%
3. <a href="#">Asheem Chandna</a>	Full	% Company Still Held: 0.00%

4. Battery Ventures	Full	% Company Still Held:	0.00%
5. ClearBridge	Full	% Company Still Held:	0.00%
6. Cross Creek Advisors	Full	% Company Still Held:	0.00%
7. General Atlantic	Full	% Company Sold: % Company Still Held:	5.00% 0.00%
8. Greylock Partners	Full	Amount: Exit Multiple: % Company Sold: % Company Still Held:	\$590.00M 25.00x 20.80% 0.00%
9. Industry Ventures	Full	% Company Still Held:	0.00%
10. IVP	Full	% Company Still Held:	0.00%
11. Kleiner Perkins Caufield & Byers	Full	% Company Sold: % Company Still Held:	7.10% 0.00%
12. Lightspeed Venture Partners	Full	% Company Sold: % Company Still Held:	20.80% 0.00%
13. Sands Capital Ventures	Full	% Company Still Held:	0.00%
14. SharesPost	Full	% Company Still Held:	0.00%
15. Silicon Valley Bank	Full	% Company Still Held:	0.00%

16. The Goldman Sachs Group	Full	% Company Still Held:	0.00%
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### 7 Advisors

Advisor Name	Service Type	Hired By	Comments
1. Barclays Investment Bank	Advisor	AppDynamics	
2. Morgan Stanley	Advisor	AppDynamics	
3. Qatalyst Partners	Advisor	AppDynamics	Lead Partner: Nadir Shaikh
4. The Goldman Sachs Group	Advisor	AppDynamics	
5. UBS	Advisor	AppDynamics	
6. Wells Fargo Securities	Advisor	AppDynamics	
7. Fenwick & West	General Counsel	Cisco Systems	Lead Partner: Douglas Cogen JD

### Stock Info

Price Per Share:	\$26.00	% Owned by Buyer Before:	0.00%
		% Owned by Buyer After:	100.00%

### Financials

All Financials in thousands, USD

#### Deal Multiples

Deal Size / Net Income:	-29.18x
Valuation / Net Income:	-29.18x
Deal Size / Revenue:	17.52x
Valuation / Revenue:	17.52x
Implied EV / Net Income:	-29.18x
Implied EV / Revenue:	17.52x

#### Balance Sheet

Implied EV:	3,700,000.00
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Deal #9: IPO, \$188.50M, Failed/Cancelled, 25-Jan-2017

<b>Deal Types:</b>	IPO, PIPE	<b>Financing Status:</b>	Failed Transaction (VC)	<b>Total Invested Capital:</b>	\$188.50M
<b>Deal Amount:</b>	\$188.50M <sup>E</sup>	<b>Financing Source:</b>	Public Investment	<b>Pre-money Valuation:</b>	\$1.41B
<b>Deal Status:</b>	Failed/Cancelled	<b>Total Invested Equity:</b>	\$188.50M	<b>Post Valuation:</b>	\$1.60B <sup>E</sup>
<b>Deal Date:</b>	25-Jan-2017			<b>CEO/Lead Mgt:</b>	David Wadhvani
				<b>Site:</b>	San Francisco, CA
				<b>Business Status:</b>	Generating Revenue

*E Estimated*

### Deal Synopsis:

The company filed to go public on the NASDAQ stock exchange under the ticker symbol of APPD on December 28, 2016. Subsequently the offering was withdrawn on January 25, 2017.

### 3 Investors

Investor Name	Status	Lead	Comments
1. <a href="#">Adage Capital Management</a>	Pending (Sell Side)		
2. <a href="#">Altimeter Capital Management</a>	Pending (Sell Side)		Lead Partner: <a href="#">Kevin Wang</a> Fund 1: <a href="#">Altimeter Private Partners Fund I</a>
3. <a href="#">General Atlantic</a>	Pending (Sell Side)		Invested: \$25.00M Lead Partner: <a href="#">Robert Swan</a> Fund 1: <a href="#">OPERS General Atlantic Separate Account</a>

### 10 Advisors

Advisor Name	Service Type	Hired By	Comments
1. <a href="#">Ernst &amp; Young</a>	Auditor	<a href="#">AppDynamics</a>	
2. <a href="#">Goodwin</a>	General Counsel	Service Provider	Lead Partner: <a href="#">Rezwan Pavri JD</a>
3. <a href="#">Wilson Sonsini Goodrich &amp; Rosati</a>	Special Counsel	<a href="#">AppDynamics</a>	Lead Partner: <a href="#">Jeffrey Saper JD</a>
4. <a href="#">J.P. Morgan Securities</a>	Underwriter	<a href="#">AppDynamics</a>	



5. JMP Securities	Underwriter	AppDynamics
6. Morgan Stanley	Underwriter	AppDynamics
7. The Goldman Sachs Group	Underwriter	AppDynamics
8. UBS Securities	Underwriter	AppDynamics
9. Wells Fargo Securities	Underwriter	AppDynamics
10. William Blair & Company	Underwriter	AppDynamics

#### IPO Information

<b>Original Registration Date:</b>	28-Dec-2016	<b># of Shares:</b>	12,000,000
<b>Current Registration Status:</b>	Withdrawn		
<b>Current Registration Status Date:</b>	25-Jan-2017		
<b>Ticker Symbol:</b>	APPD		
<b>Exchange:</b>	NASDAQ		
<b>Filling Range Low:</b>	\$12.00		
<b>Filling Range High:</b>	\$14.00		

#### Stock Info

<b>Type of Stock:</b>	Common	<b># of Shares Acquired:</b>	14,499,998
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#### Financials

*All Financials in thousands, USD*

Deal Multiples

<b>Deal Size / Net Income:</b>	-1.49x
<b>Valuation / Net Income:</b>	-12.62x
<b>Deal Size / Revenue:</b>	0.89x
<b>Valuation / Revenue:</b>	7.57x

#### Deal #8: Secondary Transaction - Private, Completed, 31-May-2016

<b>Deal Types:</b>	Secondary Transaction - Private	<b>Financing Status:</b>	Venture Capital-Backed	<b>CEO/Lead Mgt:</b>	David Wadhvani
<b>Deal Status:</b>	Completed	<b>Financing Source:</b>	Private Equity	<b>Site:</b>	San Francisco, CA
<b>Deal Date:</b>	31-May-2016	<b>Raised to Date:</b>	\$384.50M **	<b>Business Status:</b>	Generating Revenue

*\*\* Includes \$70.00M of known debt; Does not include grant funding*

### Deal Synopsis:

An undisclosed investor sold its stake in the company to SharesPost on May 31, 2016.

### 1 Investors

Investor Name	Status	Lead	Comments
1. <a href="#">SharesPost</a>	Pending (Sell Side)		Form of Payment: Cash

### Deal #7: Later Stage VC (Series F), \$158.00M, Completed, 01-Dec-2015

<b>VC Round:</b>	6th Round	<b>Financing Status:</b>	Venture Capital-Backed	<b>Total Invested Capital:</b>	\$158.00M
<b>Deal Types:</b>	Later Stage VC, Series F	<b>Financing Source:</b>	Venture Capital	<b>Pre-money Valuation:</b>	\$1.74B
<b>Deal Amount:</b>	\$158.00M	<b>Raised to Date:</b>	\$335.00M **	<b>Post Valuation:</b>	\$1.90B
<b>Deal Status:</b>	Completed	<b>Total Invested Equity:</b>	\$158.00M	<b>CEO/Lead Mgt:</b>	David Wadhvani
<b>Deal Date:</b>	01-Dec-2015	<b>Stock Split:</b>	1 : 1	<b>Site:</b>	San Francisco, CA
<b>% Acquired:</b>	5.37%	<b>Investor Ownership:</b>	61.14%	<b># of Employees:</b>	850
				<b>Business Status:</b>	Generating Revenue

*\*\* Includes \$70.00M of known debt; Does not include grant funding*

### Deal Synopsis:

The company raised \$158 million of Series F venture funding led by General Atlantic and Altimeter Capital Management on December 1, 2015, putting the company's pre-money valuation at approximately \$1.74 billion. Adage Capital Management, ClearBridge, Industry Ventures, The Goldman Sachs Group, Cross Creek Advisors, IVP, Greylock Partners and Lightspeed Venture Partners also participated in the round.

### Stock Info + Cap Table History

<b>Type of Stock:</b>	Preferred	<b># of Shares Acquired:</b>	6,081,864
<b>Series of Stock:</b>	F	<b>Conversion Ratio:</b>	1
<b>Shares Sought:</b>	10,941,884	<b>Stock Split:</b>	1 : 1
<b>Price Per Share:</b>	\$13.71		

### Series F Terms

<b>Liquidation Preferences:</b>	Pari Passu	<b>Cumulative/Non-cumulative:</b>	Non-Cumulative
<b>Participating vs. Non-participating:</b>	Non-participating	<b>Anti-dilution Provisions:</b>	Weighted Average
<b>Dividend Rights:</b>	Yes	<b>Board Voting Rights:</b>	Yes
		<b>General Voting Rights:</b>	Yes

## Cap Table History

Stock	# of Shares Authorized	Par Value	Dividend Rate(\$)	Original Issue Price	Liquidation	Liquidation Pref. Multiple	Conversion Price	% Owned
Series F	10,941,884	\$0.001000	\$1.10	\$13.71	\$13.71	1x	\$13.71	5.37%
Series E	7,069,152	\$0.001000	\$0.79	\$9.90	\$9.90	1x	\$9.90	6.25%
Series D	8,567,116	\$0.001000	\$0.47	\$5.84	\$5.84	1x	\$5.84	7.57%
Series C	8,469,438	\$0.001000	\$0.19	\$2.36	\$2.36	1x	\$2.36	7.49%
Series B	16,997,604	\$0.001000	\$0.05	\$0.65	\$0.65	1x	\$0.65	15.02%
Series A	22,000,000	\$0.001000	\$0.02	\$0.25	\$0.25	1x	\$0.25	19.44%

## 10 Investors

Investor Name	Status	Lead	Comments
1. <a href="#">Adage Capital Management</a>	New Investor	No	Form of Payment: Cash
2. <a href="#">Altimeter Capital Management</a>	New Investor	Yes	Invested: \$40.00M Lead Partner: <a href="#">Kevin Wang</a> Form of Payment: Cash Fund 1: <a href="#">Altimeter Private Partners Fund I</a>
3. <a href="#">ClearBridge</a>	Follow-on Investor	No	Form of Payment: Cash
4. <a href="#">Cross Creek Advisors</a>	New Investor	No	Lead Partner: <a href="#">Peter Jarman</a> Form of Payment: Cash Fund 1: <a href="#">Cross Creek Capital Partners II</a>
5. <a href="#">General Atlantic</a>	New Investor	Yes	Lead Partner: <a href="#">Robert Swan</a> Form of Payment: Cash Fund 1: <a href="#">OPERS General Atlantic Separate Account</a>

6. <a href="#">Greylock Partners</a>	Follow-on Investor	No	Lead Partner: <a href="#">Asheem Chandna</a>
			Form of Payment: Cash
			Fund 1: <a href="#">Greylock XIV</a>
7. <a href="#">Industry Ventures</a>	New Investor	No	Form of Payment: Cash
			Fund 1: <a href="#">Industry Ventures Partnership Holdings III</a>
8. <a href="#">IVP</a>	Follow-on Investor	No	Lead Partner: <a href="#">Stephen Harrick</a>
			Form of Payment: Cash
			Fund 1: <a href="#">Institutional Venture Partners XIV</a>
9. <a href="#">Lightspeed Venture Partners</a>	Follow-on Investor	No	Lead Partner: <a href="#">Ravi Mhatre</a>
			Form of Payment: Cash
			Fund 1: <a href="#">Lightspeed Venture Partners Select</a>
10. <a href="#">The Goldman Sachs Group</a>	New Investor	No	Form of Payment: Cash

### 3 Advisors

Advisor Name	Service Type	Hired By	Comments
1. <a href="#">Cooley</a>	General Counsel	<a href="#">Altimeter Capital Management</a>	
2. <a href="#">Paul, Weiss, Rifkind, Wharton &amp; Garrison</a>	General Counsel	<a href="#">General Atlantic</a>	
3. <a href="#">Wilson Sonsini Goodrich &amp; Rosati</a>	Special Counsel	<a href="#">AppDynamics</a>	

### Initial Deal Preferences

<b>Target Open Date:</b>	29-Oct-2015	<b>Stock Type:</b>	Preferred
<b>Target Low:</b>	\$150.00M		
<b>Amount Committed:</b>	\$83.37M		

### Stock Price Data

## Deal Announce: 29-Oct-2015

The Goldman Sachs Group (GS)

VWAP 30 days prior:	\$181.71
Price 5 days prior:	\$185.50
Price 1 days prior:	\$191.32
<b>Price on Announce Date:</b>	<b>\$189.89</b>
Price 1 days after:	\$187.50
Price 5 days after:	\$190.69
Price 30 days after:	\$190.47

## Financials

All Financials in thousands, USD

Deal Multiples

<b>Deal Size / EBITDA:</b>	-1.76x
<b>Valuation / EBITDA:</b>	-21.11x
<b>Deal Size / EBIT:</b>	-1.76x
<b>Valuation / EBIT:</b>	-21.11x
<b>Deal Size / Net Income:</b>	-1.68x
<b>Valuation / Net Income:</b>	-20.16x
<b>Deal Size / Revenue:</b>	1.93x
<b>Valuation / Revenue:</b>	23.21x

## Deal #6: Later Stage VC (Series E), \$120.00M, Completed, 22-Jul-2014

<b>VC Round:</b>	5th Round	<b>Financing Status:</b>	Venture Capital-Backed	<b>Total Invested Capital:</b>	\$120.00M
<b>Deal Types:</b>	Later Stage VC, Series E	<b>Financing Source:</b>	Venture Capital	<b>Pre-money Valuation:</b>	\$990.22M
<b>Deal Amount:</b>	\$120.00M	<b>Total Debt:</b>	\$50.00M ‡	<b>Post Valuation:</b>	\$1.06B
<b>Deal Status:</b>	Completed	<b>Raised to Date:</b>	\$226.50M **	<b>CEO/Lead Mgt:</b>	Jyoti Bansal
<b>Deal Date:</b>	22-Jul-2014	<b>Total Invested Equity:</b>	\$70.00M	<b>Site:</b>	San Francisco, CA
<b>% Acquired:</b>	5.89%	<b>Stock Split:</b>	1 : 1	<b>Business Status:</b>	Generating Revenue
		<b>Investor Ownership:</b>	58.94%		

‡ Not necessarily a summation of individual debt figures

\*\* Includes \$70.00M of known debt; Does not include grant funding

Deal Synopsis:

The company raised \$120 million of Series E venture funding in a deal led by Battery Ventures, ClearBridge Investments and Sands Capital Ventures on July 22, 2014, putting the pre-money valuation at \$1.06 billion. Greylock Partners, Lightspeed Venture Partners, Kleiner Perkins Caufield & Byers and Institutional Venture Partners also participated. The deal also includes \$50 million of debt financing from Silicon Valley Bank.

## Stock Info + Cap Table History

<b>Type of Stock:</b>	Preferred	<b>Conversion Ratio:</b>	1
<b>Series of Stock:</b>	E	<b>Stock Split:</b>	1 : 1
<b>Shares Sought:</b>	7,069,152		
<b>Price Per Share:</b>	\$9.90		

### Series E Terms

<b>Liquidation Preferences:</b>	Pari Passu	<b>Cumulative/Non-cumulative:</b>	Non-Cumulative
<b>Participating vs. Non-participating:</b>	Non-participating	<b>Anti-dilution Provisions:</b>	Weighted Average
<b>Dividend Rights:</b>	Yes	<b>Board Voting Rights:</b>	Yes
		<b>General Voting Rights:</b>	Yes

### Cap Table History

Stock	# of Shares Authorized	Par Value	Dividend Rate(\$)	Original Issue Price	Liquidation	Liquidation Pref. Multiple	Conversion Price	% Owned
Series E	7,069,152	\$0.001000	\$0.79	\$9.90	\$9.90	1x	\$9.90	6.60%
Series D	8,567,116	\$0.001000	\$0.47	\$5.84	\$5.84	1x	\$5.84	8.00%
Series C	8,469,438	\$0.001000	\$0.19	\$2.36	\$2.36	1x	\$2.36	7.91%
Series B	16,997,604	\$0.001000	\$0.05	\$0.65	\$0.65	1x	\$0.65	15.88%
Series A	22,000,000	\$0.001000	\$0.02	\$0.25	\$0.25	1x	\$0.25	20.55%

## 7 Investors

Investor Name	Status	Lead	Comments
1. <a href="#">Battery Ventures</a>	New Investor	Yes	Lead Partner: <a href="#">Neeraj Agrawal</a> Form of Payment: Cash Fund 1: <a href="#">Battery Ventures X</a>
2. <a href="#">ClearBridge</a>	New Investor	Yes	Form of Payment: Cash

3. <a href="#">Greylock Partners</a>	Follow-on Investor	No	Lead Partner: <a href="#">Asheem Chandna</a> Form of Payment: Cash Fund 1: <a href="#">Greylock XIV</a>
4. <a href="#">IVP</a>	Follow-on Investor	No	Lead Partner: <a href="#">Stephen Harrick</a> Form of Payment: Cash Fund 1: <a href="#">Institutional Venture Partners XIV</a>
5. <a href="#">Kleiner Perkins Caufield &amp; Byers</a>	Follow-on Investor	No	Lead Partner: <a href="#">Matthew Murphy</a> Form of Payment: Cash Fund 1: <a href="#">KPCB XII Annex Fund</a>
6. <a href="#">Lightspeed Venture Partners</a>	Follow-on Investor	No	Lead Partner: <a href="#">Ravi Mhatre</a> Form of Payment: Cash Fund 1: <a href="#">Lightspeed Venture Partners Select</a>
7. <a href="#">Sands Capital Ventures</a>	New Investor	Yes	Form of Payment: Cash

## 1 Lenders & Debt Financings

### Debt Summary

**Total Debt:** \$50.00M (Not necessarily a summation of individual debt figures)

**Other Debt:** \$50.00M

### Other Debt: \$50.00M

Debt Package	Lender Name
Debt Amount: \$50.00M	1. <a href="#">Silicon Valley Bank</a>

## 2 Advisors

Advisor Name	Service Type	Hired By	Comments
1. <a href="#">Cooley</a>	General Counsel	<a href="#">Battery Ventures</a>	

## Financials

All Financials in thousands, USD

## Deal Multiples

Debt Raised in Round:	0.71x
Debt Raised in Round / EBITDA:	-0.74x
Deal Size / EBITDA:	-1.78x
Valuation / EBITDA:	-15.76x
Deal Size / EBIT:	-1.78x
Valuation / EBIT:	-15.76x
Deal Size / Net Income:	-1.76x
Valuation / Net Income:	-15.51x
Deal Size / Revenue:	5.08x
Valuation / Revenue:	44.92x

## Investors

## Pending (Buy-Side)

Name	Investor Type	Related Deals
<a href="#">Cisco Systems</a>	Corporation	<a href="#">#10. Merger/Acquisition</a> : New Investor, Jan 2017, Rob Salvagno

## Pending (Sell Side)

Name	Investor Type	Holding	Investor Since	Board	Related Deals
<a href="#">SharesPost</a>	Venture Capital	Minority	May 2016		<a href="#">#8. Secondary Transaction - Private</a> : New Investor, May 2016 <a href="#">#10. Merger/Acquisition</a> : Seller, Jan 2017
<a href="#">Adage Capital Management</a>	Hedge Fund	Minority	Dec 2015		<a href="#">#7. Later Stage VC (Series F)</a> : New Investor, Dec 2015 <a href="#">#9. IPO</a> : Follow-on, Jan 2017 <a href="#">#10. Merger/Acquisition</a> : Seller, Jan 2017



Altimeter Capital Management	Asset Manager	Minority	Dec 2015		<a href="#">#7. Later Stage VC (Series F): New Investor, Dec 2015, Kevin Wang</a> <a href="#">#9. IPO: Follow-on, Jan 2017, Kevin Wang</a> <a href="#">#10. Merger/Acquisition: Seller, Jan 2017</a>
Cross Creek Advisors	Venture Capital	Minority	Dec 2015		<a href="#">#7. Later Stage VC (Series F): New Investor, Dec 2015, Peter Jarman</a> <a href="#">#10. Merger/Acquisition: Seller, Jan 2017</a>
General Atlantic	Growth/Expansion	Minority	Dec 2015	□	<a href="#">#7. Later Stage VC (Series F): New Investor, Dec 2015, Robert Swan</a> <a href="#">#9. IPO: Follow-on, Jan 2017, Robert Swan</a> <a href="#">#10. Merger/Acquisition: Seller, Jan 2017</a>
Industry Ventures	Venture Capital	Minority	Dec 2015		<a href="#">#7. Later Stage VC (Series F): New Investor, Dec 2015</a> <a href="#">#10. Merger/Acquisition: Seller, Jan 2017</a>
The Goldman Sachs Group	Investment Bank	Minority	Dec 2015		<a href="#">#7. Later Stage VC (Series F): New Investor, Dec 2015</a> <a href="#">#10. Merger/Acquisition: Seller, Jan 2017</a>
Battery Ventures	PE/Buyout	Minority	Jul 2014	□	<a href="#">#6. Later Stage VC (Series E): New Investor, Jul 2014, Neeraj Agrawal</a> <a href="#">#10. Merger/Acquisition: Seller, Jan 2017</a>
ClearBridge	Asset Manager	Minority	Jul 2014		<a href="#">#6. Later Stage VC (Series E): New Investor, Jul 2014</a> <a href="#">#7. Later Stage VC (Series F): Follow-on, Dec 2015</a> <a href="#">#10. Merger/Acquisition: Seller, Jan 2017</a>
Sands Capital Ventures	Venture Capital	Minority	Jul 2014		<a href="#">#6. Later Stage VC (Series E): New Investor, Jul 2014</a> <a href="#">#10. Merger/Acquisition: Seller, Jan 2017</a>
Silicon Valley Bank	Merchant Banking Firm	Minority	Jun 2014		<a href="#">#5. Debt - General: New Investor, Jun 2014</a> <a href="#">#10. Merger/Acquisition: Seller, Jan 2017</a>

IVP	Venture Capital	Minority	Jan 2013	□	<p><a href="#">#4. Later Stage VC (Series D)</a>: New Investor, Jan 2013, Stephen Harrick</p> <p><a href="#">#6. Later Stage VC (Series E)</a>: Follow-on, Jul 2014, Stephen Harrick</p> <p><a href="#">#7. Later Stage VC (Series F)</a>: Follow-on, Dec 2015, Stephen Harrick</p> <p><a href="#">#10. Merger/Acquisition</a>: Seller, Jan 2017</p>
Asheem Chandna	Angel (individual)	Minority	Jan 2012		<p><a href="#">#3. Later Stage VC (Series C)</a>: New Investor, Jan 2012</p> <p><a href="#">#10. Merger/Acquisition</a>: Seller, Jan 2017</p>
Kleiner Perkins Caufield & Byers	Venture Capital	Minority	Jan 2012	□	<p><a href="#">#3. Later Stage VC (Series C)</a>: New Investor, Jan 2012, Matthew Murphy</p> <p><a href="#">#4. Later Stage VC (Series D)</a>: Follow-on, Jan 2013, Matthew Murphy</p> <p><a href="#">#6. Later Stage VC (Series E)</a>: Follow-on, Jul 2014, Matthew Murphy</p> <p><a href="#">#10. Merger/Acquisition</a>: Seller, Jan 2017</p>
Greylock Partners	Venture Capital	Minority	Apr 2008	□	<p><a href="#">#1. Early Stage VC (Series A)</a>: New Investor, Apr 2008, Asheem Chandna</p> <p><a href="#">#2. Early Stage VC (Series B)</a>: Follow-on, May 2010, Asheem Chandna</p> <p><a href="#">#3. Later Stage VC (Series C)</a>: Follow-on, Jan 2012, Dev Ittycheria</p> <p><a href="#">#4. Later Stage VC (Series D)</a>: Follow-on, Jan 2013, Dev Ittycheria</p> <p><a href="#">#6. Later Stage VC (Series E)</a>: Follow-on, Jul 2014, Asheem Chandna</p> <p><a href="#">#7. Later Stage VC (Series F)</a>: Follow-on, Dec 2015, Asheem Chandna</p> <p><a href="#">#10. Merger/Acquisition</a>: Seller, Jan 2017</p>

Lightspeed Venture Partners	Venture Capital	Minority	Apr 2008	█	<p><a href="#">#1. Early Stage VC (Series A)</a>: New Investor, Apr 2008, Ravi Mhatre</p> <p><a href="#">#2. Early Stage VC (Series B)</a>: Follow-on, May 2010, Ravi Mhatre</p> <p><a href="#">#3. Later Stage VC (Series C)</a>: Follow-on, Jan 2012, Ravi Mhatre</p> <p><a href="#">#4. Later Stage VC (Series D)</a>: Follow-on, Jan 2013, Ravi Mhatre</p> <p><a href="#">#6. Later Stage VC (Series E)</a>: Follow-on, Jul 2014, Ravi Mhatre</p> <p><a href="#">#7. Later Stage VC (Series F)</a>: Follow-on, Dec 2015, Ravi Mhatre</p> <p><a href="#">#10. Merger/Acquisition</a>: Seller, Jan 2017</p>
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## Lead Partners on Deals (34)

### Investors

Name	All Deals	Title	Representing	Recent Deal
<a href="#">Kevin Wang</a>	3	Partner	<a href="#">Altimeter Capital Management</a>	<a href="#">#9. IPO</a> : Jan 2017, \$188.5M, Cancelled
<a href="#">Robert Swan</a>	2	Operating Partner	<a href="#">General Atlantic</a>	<a href="#">#9. IPO</a> : Jan 2017, \$188.5M, Cancelled
<a href="#">Rob Salvagno</a>	15	Vice President, Corporate Business Development & Head, M&A and venture investment	<a href="#">Cisco Systems</a>	<a href="#">#10. Merger/Acquisition</a> : Jan 2017, \$3.7B, Announced
<a href="#">Asheem Chandna</a>	41	Partner	<a href="#">Greylock Partners</a>	<a href="#">#7. Later Stage VC (Series F)</a> : Dec 2015, \$158M, Completed
<a href="#">Kevin Wang</a>	3	Partner	<a href="#">Altimeter Capital Management</a>	<a href="#">#7. Later Stage VC (Series F)</a> : Dec 2015, \$158M, Completed
<a href="#">Peter Jarman</a>	15	Managing Director, Elected Manager and Member	<a href="#">Cross Creek Advisors</a>	<a href="#">#7. Later Stage VC (Series F)</a> : Dec 2015, \$158M, Completed
<a href="#">Ravi Mhatre</a>	65	Co-Founder, Partner & Managing Director	<a href="#">Lightspeed Venture Partners</a>	<a href="#">#7. Later Stage VC (Series F)</a> : Dec 2015, \$158M, Completed
<a href="#">Robert Swan</a>	2	Operating Partner	<a href="#">General Atlantic</a>	<a href="#">#7. Later Stage VC (Series F)</a> : Dec 2015, \$158M, Completed

Stephen Harrick	29	General Partner	IVP	#7. Later Stage VC (Series F): Dec 2015, \$158M, Completed
Asheem Chandna	41	Partner	Greylock Partners	#6. Later Stage VC (Series E): Jul 2014, \$120M, Completed
Matthew Murphy	58	Partner Emeritus & Advisor	Kleiner Perkins Caufield & Byers	#6. Later Stage VC (Series E): Jul 2014, \$120M, Completed
Neeraj Agrawal	69	General Partner	Battery Ventures	#6. Later Stage VC (Series E): Jul 2014, \$120M, Completed
Ravi Mhatre	65	Co-Founder, Partner & Managing Director	Lightspeed Venture Partners	#6. Later Stage VC (Series E): Jul 2014, \$120M, Completed
Stephen Harrick	29	General Partner	IVP	#6. Later Stage VC (Series E): Jul 2014, \$120M, Completed
Dev Ittycheria	4	Venture Partner	Greylock Partners	#4. Later Stage VC (Series D): Jan 2013, \$50M, Completed
Matthew Murphy	58	Partner Emeritus & Advisor	Kleiner Perkins Caufield & Byers	#4. Later Stage VC (Series D): Jan 2013, \$50M, Completed
Ravi Mhatre	65	Co-Founder, Partner & Managing Director	Lightspeed Venture Partners	#4. Later Stage VC (Series D): Jan 2013, \$50M, Completed
Stephen Harrick	29	General Partner	IVP	#4. Later Stage VC (Series D): Jan 2013, \$50M, Completed
Dev Ittycheria	4	Venture Partner	Greylock Partners	#3. Later Stage VC (Series C): Jan 2012, \$20M, Completed
Matthew Murphy	58	Partner Emeritus & Advisor	Kleiner Perkins Caufield & Byers	#3. Later Stage VC (Series C): Jan 2012, \$20M, Completed
Ravi Mhatre	65	Co-Founder, Partner & Managing Director	Lightspeed Venture Partners	#3. Later Stage VC (Series C): Jan 2012, \$20M, Completed
Asheem Chandna	41	Partner	Greylock Partners	#2. Early Stage VC (Series B): May 2010, \$11M, Completed
Ravi Mhatre	65	Co-Founder, Partner & Managing Director	Lightspeed Venture Partners	#2. Early Stage VC (Series B): May 2010, \$11M, Completed
Asheem Chandna	41	Partner	Greylock Partners	#1. Early Stage VC (Series A): Apr 2008, \$5.5M, Completed

Ravi Mhatre	65	Co-Founder, Partner & Managing Director	Lightspeed Venture Partners	#1. Early Stage VC (Series A): Apr 2008, \$5.5M, Completed
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#### Service Providers - Sell Side

Name	All Deals	Title	Representing	Recent Deal
Jeffrey Saper JD	24	Vice Chairman & Board Member	Wilson Sonsini Goodrich & Rosati	#9. IPO: Jan 2017, \$188.5M, Cancelled
Nadir Shaikh	5	Partner	Qatalyst Partners	#10. Merger/Acquisition: Jan 2017, \$3.7B, Announced
Caine Moss	34	Partner	Goodwin	#6. Later Stage VC (Series E): Jul 2014, \$120M, Completed
Caine Moss	34	Partner	Goodwin	#4. Later Stage VC (Series D): Jan 2013, \$50M, Completed
Caine Moss	34	Partner	Goodwin	#3. Later Stage VC (Series C): Jan 2012, \$20M, Completed
Caine Moss	34	Partner	Goodwin	#2. Early Stage VC (Series B): May 2010, \$11M, Completed
Caine Moss	34	Partner	Goodwin	#1. Early Stage VC (Series A): Apr 2008, \$5.5M, Completed

#### Service Providers - Buy Side

Name	All Deals	Title	Representing	Recent Deal
Douglas Cogen JD	25	Co-Chairman, Mergers & Acquisitions & Partner	Fenwick & West	#10. Merger/Acquisition: Jan 2017, \$3.7B, Announced

#### Service Providers

Name	All Deals	Title	Representing	Recent Deal
Rezwan Pavri JD	6	Partner	Goodwin	#9. IPO: Jan 2017, \$188.5M, Cancelled

#### Last 10 Investments | Buy Side

Company Name	Deal Date	Deal Type	Deal Size	Co-Investors	Company Stage	Industry	Lead Partner
BugBuster	19-Jun-2015	Merger/Acquisition			Generating Revenue	Software Development Applications	

## Affiliates



### Subsidiaries

Name	Industry	Location	Year Founded
BugBuster	Software Development Applications	Lausanne, Switzerland	2011

## Market Information

### Competition:

The company's competitors include Compuware, and New Relic.

## Financials

### Time period

## News

### [Software deals expected to rise, with help from the new administration](#)

Bloomberg Software deals expected to rise, with help from the new administration Google, run by CEO Sundar Pichai, may get more aggressive on the M&A front, say analysts By Brian Womack, Bloomberg News February 2, 2017 Tweet The software industry ...

MiddleMarket | 02-Feb-2017

Tagged entities: [AppDynamics](#), [Alphabet](#), [Amazon.com](#), [Arete](#), [Bloomberg](#), [BTIG](#), [Cisco Systems](#), [Concur Technologies](#), [FireEye](#), [HubSpot](#), [International Business Machines](#), [Microsoft](#), [Morningstar](#), [Norwest Venture Partners](#), [RBC Capital Markets](#), [Salesforce.com](#), [Sean Jacobson](#), [Stifel](#), [The New York Stock Exchange](#), [Trinity Ventures](#), [Workday](#), [Zendesk](#)

### [Companies Anticipate Big Software Deals, With Help From Trump](#)

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### [IPO activity more than doubled in the second half of 2016](#)

NewsNow | 31-Jan-2017

Tagged entities: [AppDynamics](#)

## [The Importance Of Immigrants On Wall Street, In Silicon Valley And For The United States](#)

The Importance Of Immigrants On Wall Street, In Silicon Valley And For The United States Elizabeth Balboa , Benzinga Staff Writer  
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## [US IPO Weekly Recap: AppDynamics taken out, 6 IPOs price](#)

Related Links: Recently Priced IPOs ETF Express Award: ETFExpress awards are based on a 'peer review system' whereby readers - including institutional and high net worth investors as well as managers and other industry professionals at fund admini...

Renaissance Capital | 27-Jan-2017

Tagged entities: [AppDynamics](#), [Ramaco Development](#), [Renaissance Capital](#), [The Financial Industry Regulatory Authority](#), [The New York Stock Exchange](#)

## [Weekly Roundup: AppDynamics sells to Cisco ahead of IPO, CZI buys Meta](#)

This week saw numerous acquisitions, three major tech lawsuits and government agencies going rogue on Twitter. These are the biggest stories to catch you up on this week's tech news. 1. AppDynamics, which helps companies monitor application performanc...

TechCrunch | 27-Jan-2017

Tagged entities: [AppDynamics](#), [Apple](#), [Cisco Systems](#), [Microsoft](#), [Paypal](#), [Qualcomm](#), [ZeniMax Media](#)

## [The Weekly Wrap: Cisco, Golden Gate, McKesson,](#)

The Weekly Wrap: Cisco, Golden Gate, McKesson, Cisco acquires AppDynamics; Golden Gate buys Bob Evans restaurants; McKesson purchases CoverMyMeds January 27, 2017 Print Email Reprints Comments inShare1 Target Acquirer Value (\$millions) Synopsis...

MiddleMarket | 27-Jan-2017

Tagged entities: [AppDynamics](#), [Adama Technologies](#), [Adelphic](#), [ADMA Biologics](#), [Advanced Radar Technologies](#), [Alpha Crude Connector](#), [Alpine Industries \(Commercial Product\)](#), [AltaGas](#), [Apteryx](#), [Aquilent](#), [AR Global Investments](#), [Arctic Cat](#), [Arrow Tru-Line](#), [Art Van Furniture](#), [Aspen Valley Landscape Supply](#), [Axiometrics](#), [Bank of Hope](#), [Biotest Pharmaceuticals](#), [Blue Point Capital Partners](#), [BNC Bank](#), [Bob Evans Farms](#), [Caption Colorado](#), [Carolina Seal](#), [Cascade Networks](#), [Celgene](#), [Chesapeake Regional Tech Council](#), [Cisco Systems](#), [Cloud Cruiser](#), [Concho Resources](#), [CoverMyMeds](#), [Croakies](#), [Dayton Progress](#), [DC Risk Solutions](#), [Delinia](#), [Design Campus](#), [Developers Research](#), [Diamond Castle Holdings](#), [Egide](#), [Emmaus Life Sciences](#), [First Merchants](#), [First National Bank & Trust Company](#), [Forest City Realty Trust](#), [Frontier Midstream Solutions](#), [Gate Labs](#), [Gene's Johns](#), [Genvec](#), [Gibraltar Foundation](#), [Halcon Resources](#), [Hanjin Shipping Company](#), [Harbor Community Bank](#), [Harvest Partners](#), [Hawkwood Energy](#), [Hilco Streambank](#), [Hillerich & Bradsby Co.](#), [Holiday Inn](#), [Hysitron](#), [Icahn Enterprises](#), [International Business Machines](#), [InterSpec](#), [Intrexon](#), [Iron Mountain](#), [Ixia](#), [Jaclyn](#), [Jefferson Bank of Florida](#), [Kabuni](#), [Kindling](#), [Lake Michigan Credit Union](#), [LNR Property](#), [Marinas.com \(Marine Information Directory\)](#), [McKesson](#), [MdBio Foundation](#), [Mercari Communications Group](#), [Mid-South Control Line](#), [Mid-South Rental & Completion Services](#), [Mindjet](#), [Moneygram International](#), [Multi Packaging Solutions International](#), [Native Maine Produce & Specialty Foods](#), [NES Rentals Holdings](#), [New Horizon Security Services](#), [Next Generation Enrollment](#), [Nielsen Holdings](#), [Ocean Peace Inc](#), [Office Archives \(Acquired in 2006\)](#), [Old Point Mortgage](#), [Outrigger Energy](#), [Outrigger Energy \(Delaware and Midland basins assets\)](#), [Parkland International Realty](#), [Partners In Care](#), [Pegasus Capital Group](#), [Pep Boys Manny Moe & Jack](#), [Performance Assessment Network](#), [Pharm-EZ Medical](#), [Pinnacle Financial Partners](#), [Plains All American Pipeline](#), [Polymathic](#), [PRA Group](#), [Resonant Software](#), [Rich Real Estate Services](#), [Rightside Group](#), [Riverstone Resources](#), [RLJ Equity Partners](#), [Samson Exploration](#), [Sandler Capital Management](#), [Santier](#), [Scobre Educational Press](#), [Seven Two Partners](#), [Silgan Holdings](#), [Simmons Bank](#), [SJ Partners](#), [Slidejoy](#), [Southwest Bank](#), [Spiral Genetics](#), [Spire Capital Partners](#), [Sprague Resources](#), [Starwood Property Trust](#), [Supertel Hospitality](#), [Targa Resources](#), [Targa Resources Partners](#), [Textron](#), [The Arlington Bank](#), [The Courtney Group](#), [The Gores](#)

[Group](#), [Think Liquidity](#), [Thoma Bravo](#), [Thomas H. Lee Partners](#), [Time](#), [Total Terminals International](#), [Trelleborg](#), [Tucows](#), [UniBank](#), [United Rentals](#), [Valen Analytics](#), [Vibra Health Plan](#), [WestRock Company](#), [WGL Holdings](#), [Xubex Pharmacy](#), [Zentri](#)

## [Here's why Cisco paid an eye-popping \\$3.7 billion for this startup](#)

Here's why Cisco paid a whopping \$3.7 billion to AppDynamics By Pranbihanga Borpuzari , ECONOMICTIMES.COM | Updated: Jan 27, 2017, 02.14 PM IST AppDynamics has approximately 1,975 customers, including more than 275 of the Global 2000, located in o...

Economic Times | 27-Jan-2017

Tagged entities: [AppDynamics](#), [Barrington Associates](#), [Dynatrace](#), [Gartner](#), [General Atlantic](#), [Hewlett-Packard \(Slovenia\)](#), [Microsoft](#), [Morgan Stanley](#), [UBS](#)

## [Jyoti Bansal: Indian American entrepreneur & founder of AppDynamics](#)

Business Standard Jyoti Bansal: Indian American entrepreneur & founder of AppDynamics Bansal was rejected by more than 20 Silicon Valley VC firms before he raised his first \$5 million January 27, 2017 Last Updated at 14:16 IST email this article T...

Business Standard | 27-Jan-2017

Tagged entities: [AppDynamics](#), [Boomtrain](#), [CA Technologies](#), [Greylock Partners](#), [Kleiner Perkins Caufield & Byers](#), [Lightspeed Venture Partners](#), [NASDAQ](#), [Nike](#), [Rockwell Automation](#), [Wily Technology](#)

## [Cisco-AppDynamics deal may pave way for more unicorn buyouts](#)

January 27, 2017: It was supposed to be the first technology IPO of 2017. Less than a day before AppDynamics Inc. was set to price its shares Wednesday, a group of employees and investors flew to New York City to attend the traditional bell-ringin...

DealStreetAsia | 26-Jan-2017

Tagged entities: [AppDynamics](#), [Blue Coat Systems](#), [Cisco Systems](#), [Qatalyst Partners](#), [Symantec](#)

## [Exclusive: AppDynamics deal reflects one of Cisco's John Chambers' secrets to success](#)

Cisco's \$3.7 billion acquisition of San Francisco-based AppDynamics, just days before the startup was to go public this week, highlights the larger company's success in pursuing innovation through acquisitions. Cisco's acquisitions are often billi...

Puget Sound Business Journal | 26-Jan-2017

Tagged entities: [AppDynamics](#), [Cisco Systems](#)

## [Was Cisco's \\$3.7 billion purchase of AppDynamics a surprise?](#)

ZDNet Japan Was Cisco's \$3.7 billion purchase of AppDynamics a surprise? Cisco will need to show integration that reduces work for infrastructure & operations staff and delivers value throughout the enterprise. Cisco's intent to acquire AppDynamic...

Windpower Offshore | 26-Jan-2017

Tagged entities: [AppDynamics](#), [BMC Software](#), [CA Technologies](#), [Cisco Systems](#), [Forrester Research](#), [Hewlett Packard Enterprise](#), [Microsoft](#)

## [Cisco AppDynamics deal seeks to boost ratio of software revenue](#)

Cisco AppDynamics deal seeks to boost ratio of software revenue 0 (You can enter multiple email addresses separated by commas) Message : (This January 25 story was refiled to correct misspelling in headline) By Stephen Nellis The push by Cisco CEO...

4-traders | 26-Jan-2017

Tagged entities: [AppDynamics](#), [Cisco Systems](#), [Insieme](#), [Reuters Group](#)

## [Indian techie hits pay dirt after Cisco buys his company for a whopping \\$3.7 bn](#)



Indian techie Jyoti Bansal sells his company to Cisco for \$3.7 billion By PTI | Jan 26, 2017, 03:05 PM IST Indian techie Jyoti Bansal sells his company to Cisco for \$3.7 bn RELATED COMPANIES Charts Valuation & Peer Comparison Community Buzz Close ...

Economic Times | 26-Jan-2017

Tagged entities: [AppDynamics](#), [Cisco Systems](#), [Indian Institute of Technology Delhi](#)

### [How Cisco swooped in and nabbed AppDynamics at the last minute](#)

NewsNow | 26-Jan-2017

Tagged entities: [AppDynamics](#)

### [The new Cisco looks a lot like the old IBM and HP](#)

The new Cisco looks a lot like the old IBM and HP Jonathan Vanian, Fortune@JonathanVanian January 25, 2017 10:02 PM Above: Chuck Robbins, incoming CEO of Cisco, listens a question from media during a news conference in New Delhi, India, June 18,...

VentureBeat | 26-Jan-2017

Tagged entities: [AppDynamics](#), [Amazon Web Services](#), [Amazon.com](#), [CA Technologies](#), [Cisco Systems](#), [Forrester Research](#), [GV](#), [Hewlett Packard Enterprise](#), [Hewlett-Packard \(Slovenia\)](#), [Mercury \(Computer Systems\)](#), [Micro Focus](#), [Microsoft](#), [MRO Software](#), [New Relic](#), [Splunk](#)

### [What the AppDynamics sale could mean for other tech IPO candidates](#)

As the first planned public offering of 2017, AppDynamics was supposed to be a bellwether for other upcoming tech IPOs. If it went public and performed well, the "IPO window" would have been wide open, as bankers like to say. That's because the pe...

TechCrunch | 25-Jan-2017

Tagged entities: [AppDynamics](#), [Goodwin](#), [Greylock Partners](#), [Union Square Ventures](#)

### [REFILE-Cisco AppDynamics deal seeks to boost ratio of software revenue](#)

Cisco AppDynamics deal seeks to boost ratio of software revenue Technology News | Wed Jan 25, 2017 | 6:16pm EST Cisco AppDynamics deal seeks to boost ratio of software revenue The Cisco Systems logo is seen as part of a display at the Microsoft lg...

Thomson Buyouts | 25-Jan-2017

Tagged entities: [AppDynamics](#), [Cisco Systems](#), [Insieme](#), [Microsoft](#), [Thomson Reuters\(ADR\)](#)

### [Cisco AppDynamics deal seeks to boost ratio of software revenue](#)

(4-traders.com) (Reuters) - Cisco Systems Inc's decision to acquire software startup AppDynamics for \$3.7 billion, nearly double the private-market valuation, reflects Cisco's struggles in building its software business, according to company finan...

4-traders | 25-Jan-2017

Tagged entities: [AppDynamics](#), [Cisco Systems](#), [Insieme](#), [Reuters Group](#)

### [Here's why Cisco bought AppDynamics on the eve of its Wall Street debut](#)

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Form Type	Date	Title	CIK
<a href="#">8-A12B</a>	18-Jan-2017	Registration of securities [Section 12(b)]	<a href="#">1435043</a>
<a href="#">S-1/A</a>	12-Jan-2017	General form for registration of securities under the Securities Act of 1933[Amend]	<a href="#">1435043</a>
<a href="#">S-1</a>	28-Dec-2016	General form for registration of securities under the Securities Act of 1933	<a href="#">1435043</a>

<a href="#">DRS/A</a>	06-Dec-2016	Draft Registration Statement[Amend]	<a href="#">1435043</a>
<a href="#">DRS/A</a>	31-Oct-2016	Draft Registration Statement[Amend]	<a href="#">1435043</a>
<a href="#">DRS/A</a>	05-Oct-2016	Draft Registration Statement[Amend]	<a href="#">1435043</a>
<a href="#">DRS</a>	24-Aug-2016	Draft Registration Statement	<a href="#">1435043</a>
<a href="#">D</a>	29-Oct-2015	Notice of Exempt Offering of Securities	<a href="#">1435043</a>

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