



**Delta Capital** provides Fractional Financial and Administrative Services to companies dealing with change, hence our name. Whether a startup looking to lay down a lean but solid framework in anticipation of investor due diligence, or an established company dealing with a resource scarcity, Delta provides the resources you require now. We reduce or eliminate our client's administrative burden, while professionalizing the company's finance and administrative function in preparation for future growth.

Delta builds scalable infrastructure using repeatable processes and proven analysis and tracking tools that we have developed over years of experience. Our operating model is flexible, allowing you to choose from a menu of services that best serves you. We can supplement existing staff for specific tasks or provide a complete outsourced accounting, finance, FPA and HR solution, freeing you and your team to get back to your business.

SERVICES KEY: **A** – Administrative/Accounting, **D** – Board of Directors, **F** – Fund Raising Process Mgt, **FL** – Fin'l Leadership (CFO, Controller), **FPA** - Fin'l Planning & Analysis, **HR** – HR & Benefits



**Services provided:** F, FL, FPA  
**Stage:** Mid Stage  
**Investor:** Partners Group (Zug, Switzerland)  
**Total raised:** \$4MM



**Services provided:** A, F, FL, FPA  
**Stage:** Start up. Sold to Allscripts 2016  
**Investors:** Baseline, Converge, Excelebrate, Generator, Launch  
**Total raised:** \$3.8MM



**Services provided:** A, F, FL, FPA  
**Stage:** Startup/Growth. Sold to Ebates 2017  
**Investors:** Comvest, Dace, Flybridge, IDG, USAA  
**Total raised:** \$41MM



**Services provided:** A, F, FL, FPA  
**Stage:** Startup/Growth. Sold to Noosphere 2016  
**Investors:** CRV, Qualcomm, Venrock  
**Total raised:** \$26.7MM



**Services provided:** D  
**Stage:** Inception/Growth. Sold to Ingenix 2005  
**Investors:** None (Bootstrapped)



**Services provided:** A, F, FL, FPA, HR  
**Stage:** Inception/Growth. Sold to Millennial Media 2013 \$225MM  
**Investors:** General Catalyst, Redpoint, Summerhill, Valhalla, WPP  
**Total Raised:** \$125MM



**Services provided:** A, F, FL, FPA, HR  
**Stage:** Inception/Growth. Sold to Rubicon 2017 \$38.5MM  
**Investors:** Bessemer, Sigma  
**Total raised:** \$9MM



**Services provided:** A, F, FL, FPA, HR  
**Stage:** Inception/Growth. Sold to TXCC 2001 \$75MM  
**Investors:** Signal Lake, Star Ventures, Venrock, Vesbridge  
**Total raised:** \$30MM



**Services provided:** A, F, FL, FPA  
**Stage:** Startup/Growth. Sold to Sallie Mae 2006 \$308MM  
**Investors:** CRV, Kleiner Perkins, General Atlantic, General Catalyst, Greylock  
**Total raised:** \$118MM



**Services provided:** D, F, FL, FPA  
**Stage:** Mid Stage  
**Investors:** Angels  
**Total raised:** \$1.5MM