

March 2022

Atlanta's Technology Executives Roundtable

Competing for Top Talent in 2022

*Please hold until
the session begins*

TEER | Technology Executives Roundtable



David Brinkman

President 2022

Technology Executives Roundtable

Founder & CEO, CAMDA Investments

Strategic Advisor, Nintex

Your Forum

Candid discussion

CEOs, CFOs & Investors

Subject Matter Experts

Complex leadership issues

Share, challenge & test ideas

ZOOM Etiquette

- “Pin” the TER video box on your Zoom feed
- Please mute audio/video during presentations.
- Chat if you want to ask a question.
- We are recording for educational purposes; this is not specific legal, accounting or tax advice; consult your advisor

Thank you to our generous ATL sponsors

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VALOR
VENTURES



Leading the change.

Leading Team

Collective MOIC 3.4X on
~\$100 million invested



Lisa Calhoun, MBA
General Partner

Superpower: Acceleration.
Kauffman Fellow. Serial founder. Supported dozens of startups to exit and IPO. Focuses on creator platform, Web3.



Robin Bienfait, M. Eng.
General Partner

Superpower: Trend spotter. 25 years C-level innovation at Samsung, Blackberry, AT&T. 18 patents. Focused on Fintech/Cyber.



Gary Peat, MBA
General Partner

Superpower: Maximizer. 20 yrs seed stage investor in SaaS in South, >20 exits. Prior, a Founding GP of VC in Nashville focused on Healthcare and Digital Health.



Renee Montgomery
General Partner

Superpower: Momentum.
2X WNBA Champion- top 2% performer. TV host. Atlanta Dream co-owner. Focuses on creator economy.



William Leonard,
Investor

Superpower: Grit.
Pioneered innovation Lab in college and earned learning roles at 3 finance companies.



Mecca Tartt
ED, Startup Runway

Superpower: Connector.
Founder, former NEC competitor, national sales leader.



Jean-Luc VanHulst
Operations

Superpower: Automation.
Founded and exited a software startup on two continents.



Tiffany Brackens
Operations

Superpower: Details.
Built her own virtual assistant firm.

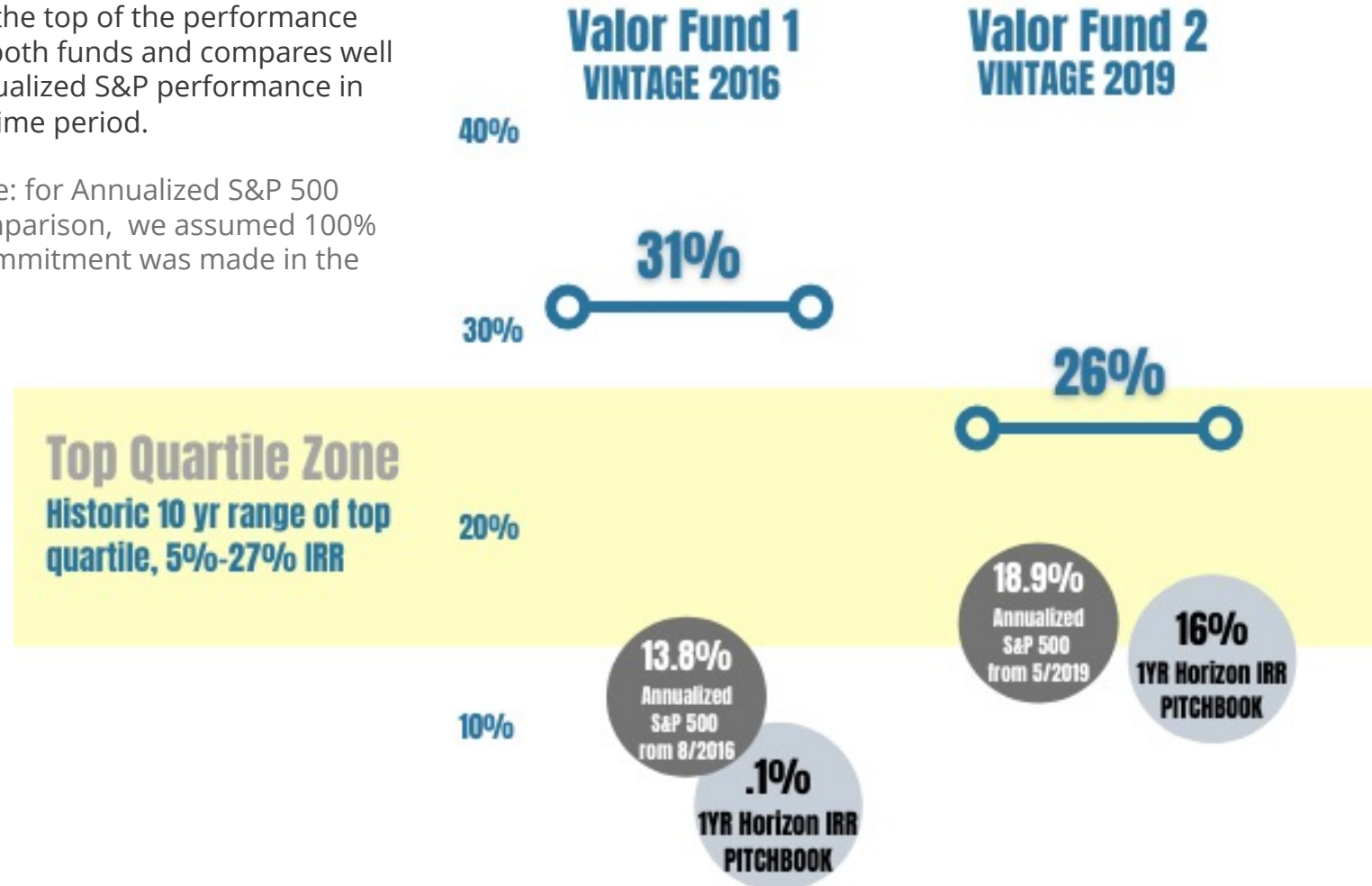


Leading Performance

Funds 1 and 2 at top benchmarks

Valor is at the top of the performance zones for both funds and compares well to the annualized S&P performance in the same time period.

Please note: for Annualized S&P 500 model comparison, we assumed 100% of fund commitment was made in the first close.





SOURCING

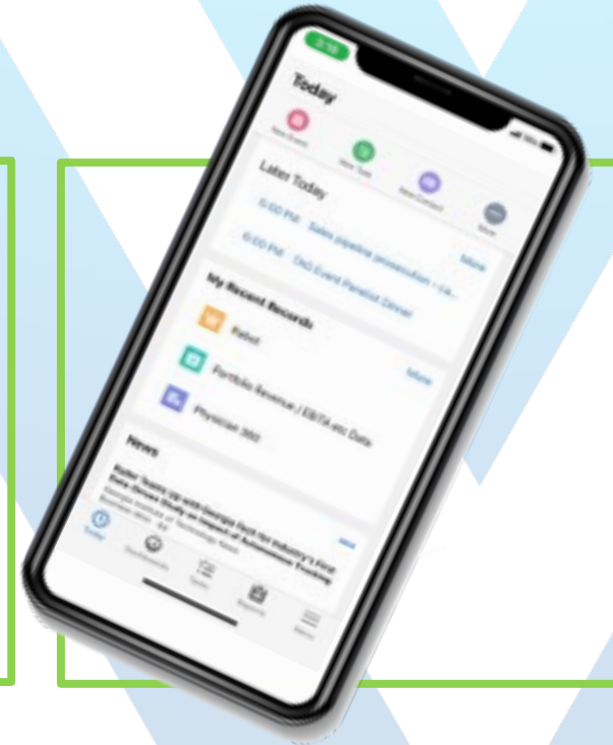
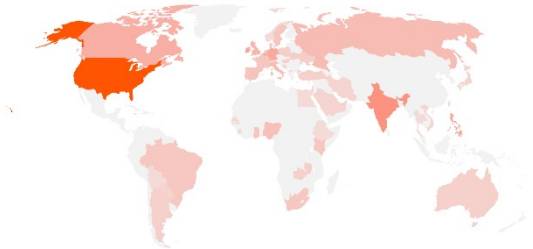
Startup Runway is the largest national pitch event platform for underrepresented founders in the nation. It is started and led by Valor, providing truly proprietary deal flow.

1000s of pre-seed startups apply annually. Grant-making partners include State of Georgia, Truist, Georgia Power, Cox, American Family Insurance and more.



ECOSYSTEM

Valor's podcast is the largest podcast in the South region for startups and listened to worldwide (heatmap below). It focuses on insider interviews with founders and investors in the Atlanta ecosystem.



INTELLIGENCE

Valor's data intelligence platform is among the most sophisticated in the world at our stage.

It's built on Salesforce, where our team accesses proprietary founder data in the palms of our hands.



allelica
THE POLYGENIC RISK SCORE COMPANY

[c]andidly

CAPWAY

ecoTEXT



Goodfynd

ARPIO

SENTEON



smart
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leasequery.



VITAL⁴[®]

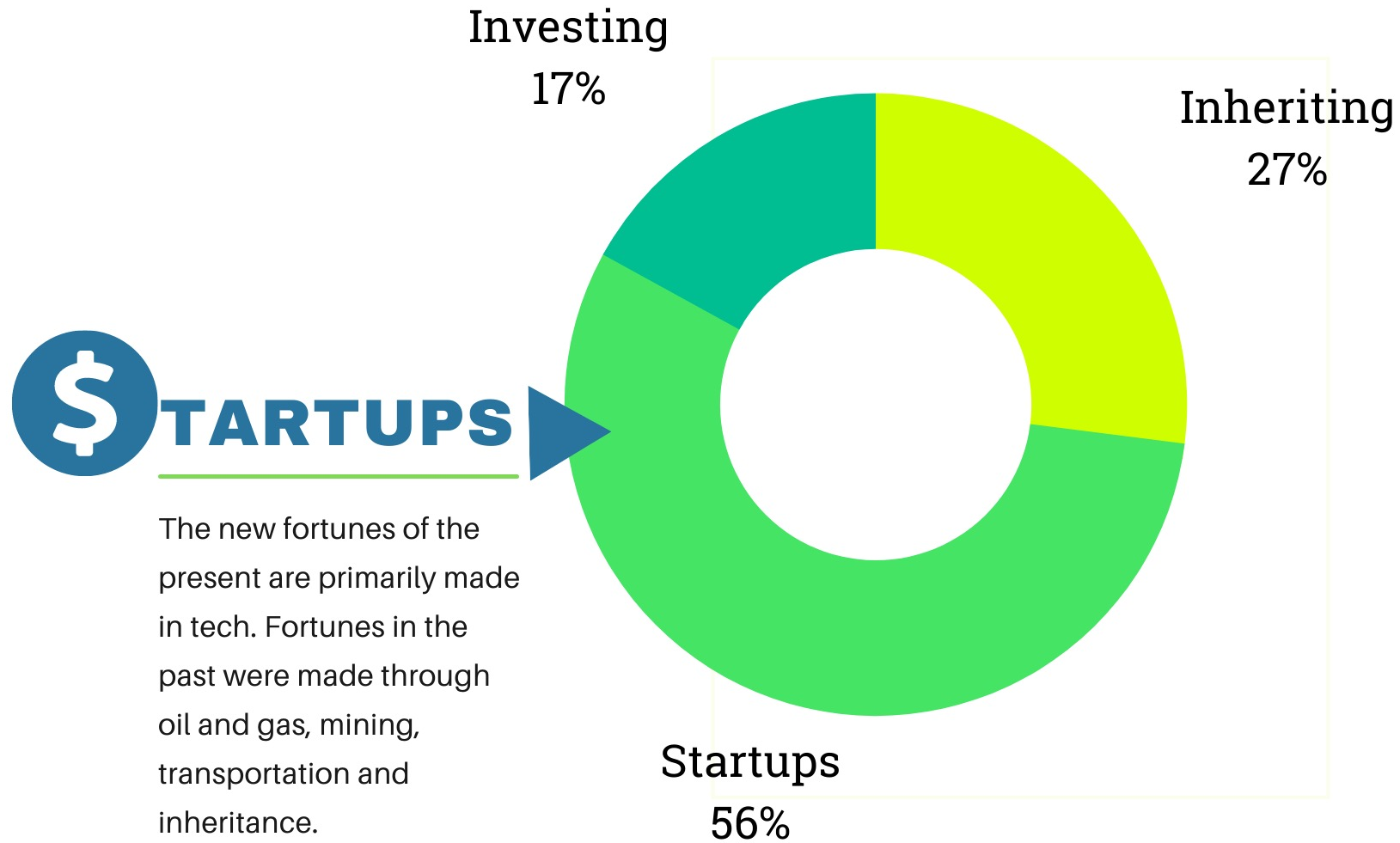
Physician 360



ctors Only.



New Wealth Creation

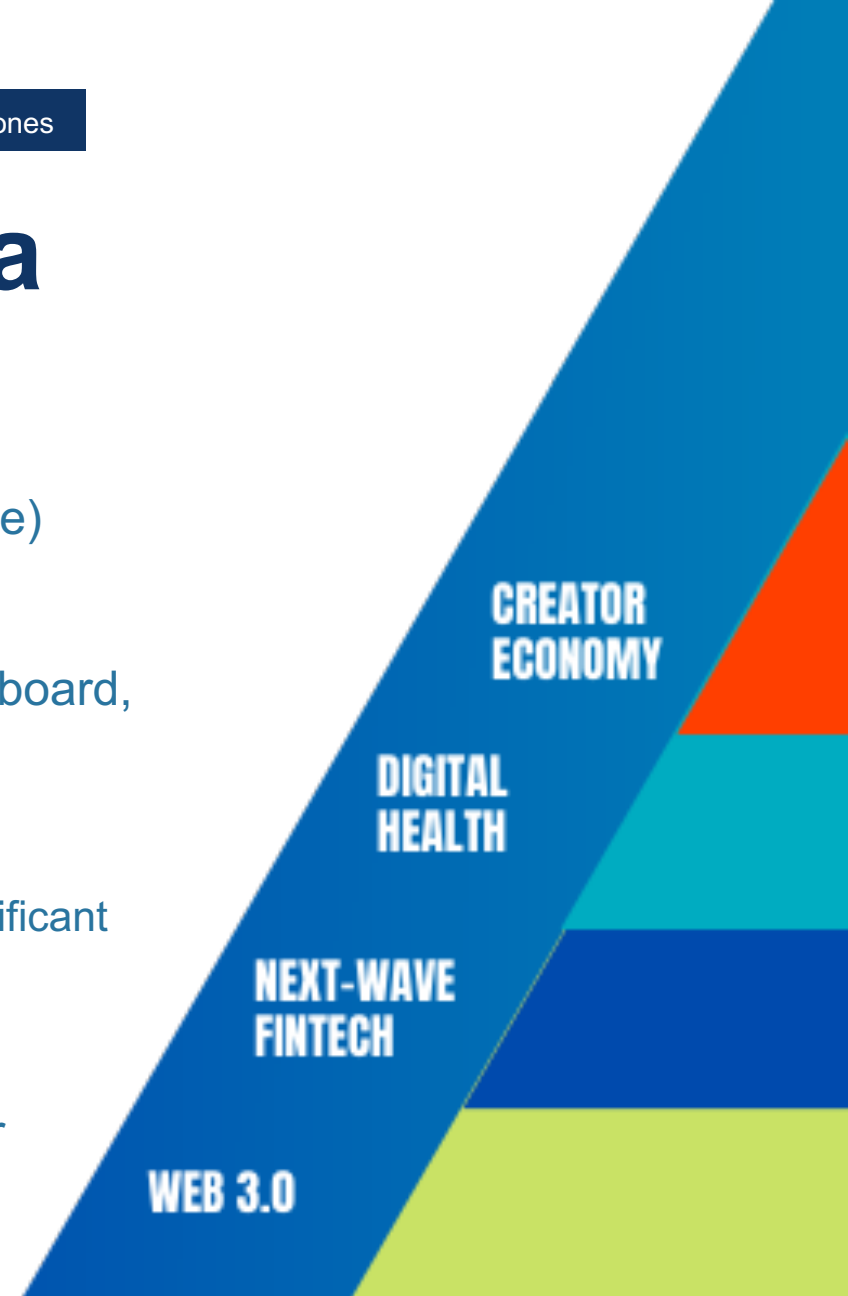


Data from Forbes 400, 2020-2021



Investment Criteria

- **STAGE**
Seed stage (post product, post revenue)
- **IMPACT**
Startup leaders activate inclusion at a board, advisory and team level
- **REGION**
Operations in the South Region drives significant value for the startup
- **SECTOR**
Software in one or more of the Creator Economy, Digital Health, Fintech or Web 3.0 sectors





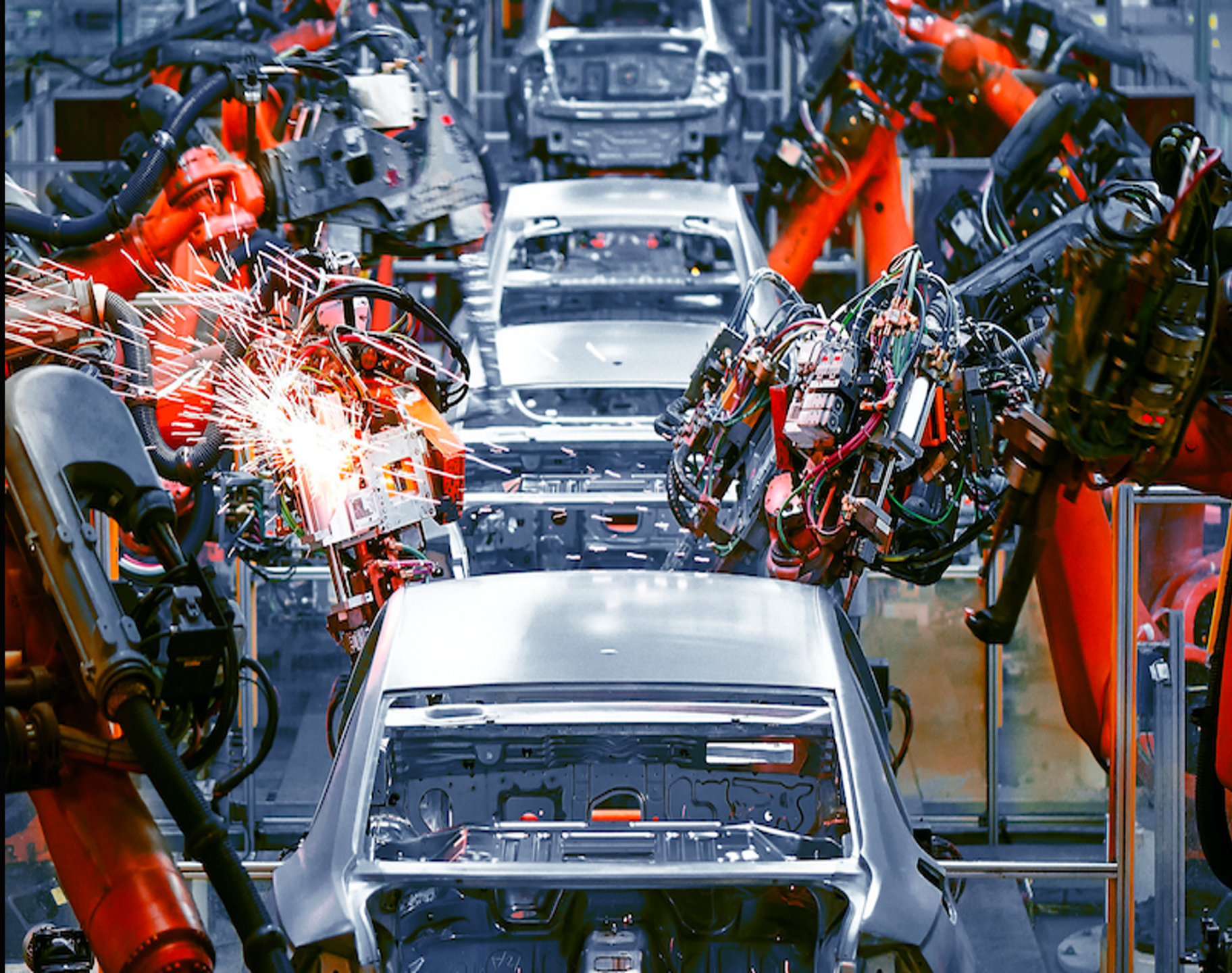
AuditDeploy

Sal Stabler

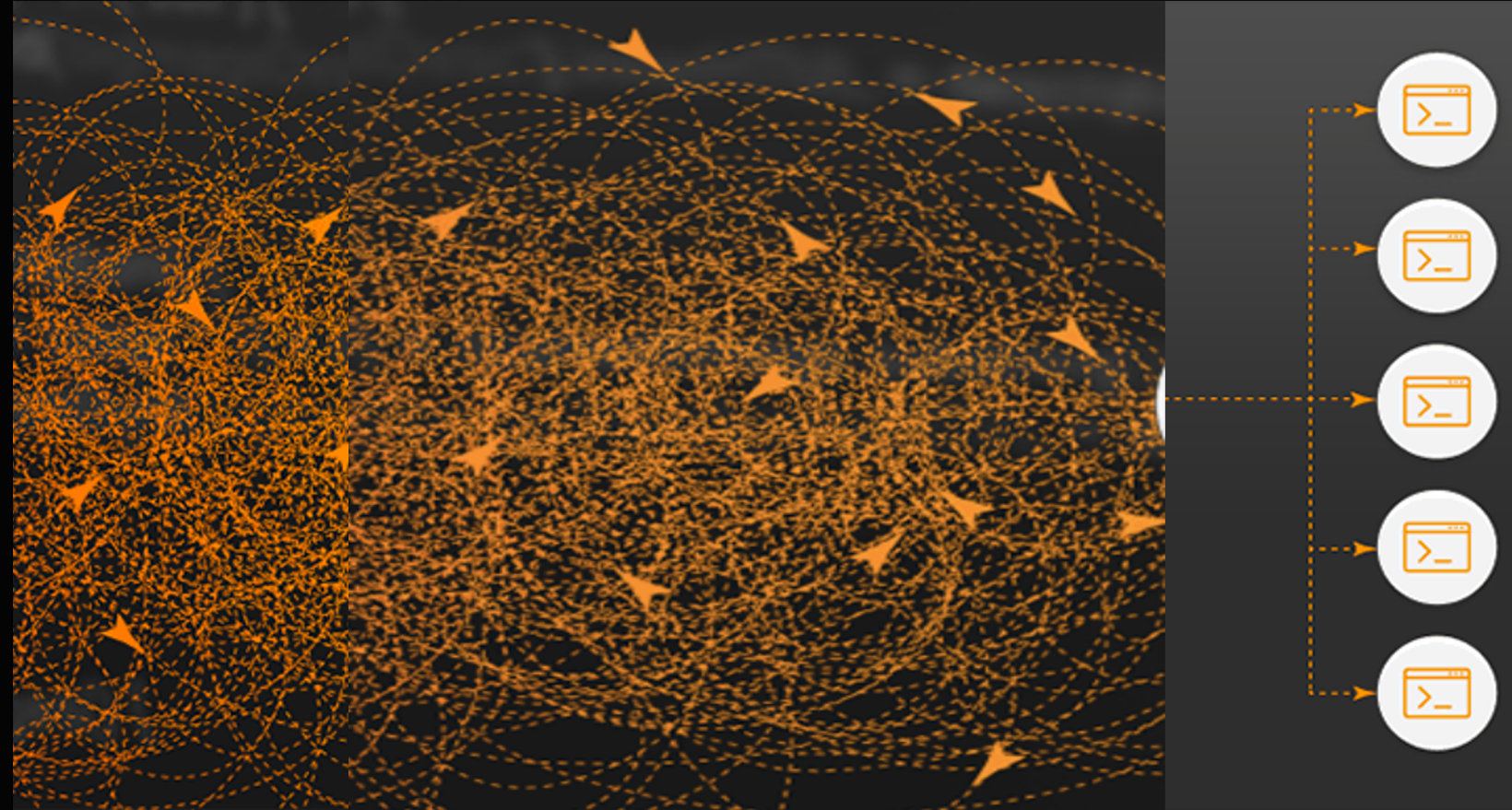
Co-founder & CEO



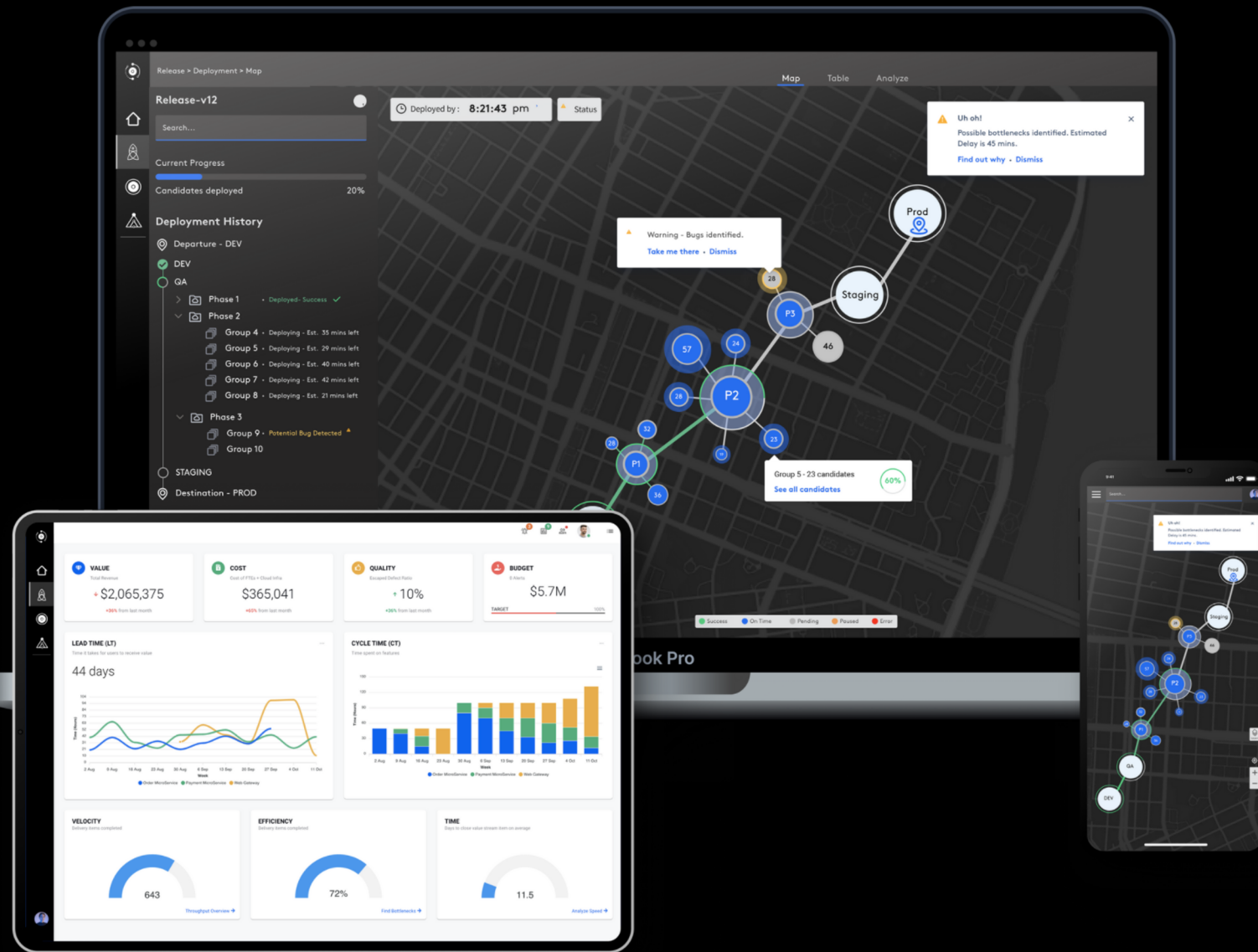
What we do:
Optimize the
software
delivery process.



The Problem:
Coordinating
software delivery
is really hard.



The Solution: End-to-End visibility into the software delivery processes.



The Market:

- Organizations that build and deliver external facing software solutions.
- Organizations that build and deliver internal facing software solutions.
- Midsize to Large Enterprise

The Team:



Sal Stabler
Co-Founder & CEO



Armond Honoré
Co-Founder & CTO

The Ask:

- Customers
- Advisors
- Capital

Panelists



MODERATOR:
Rob Pinataro
CEO
Payspan, Inc.



Danny Nelms
President
The Work Institute
(Retention)



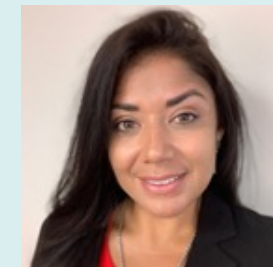
Gina Roman
Director of HR
Sterling Seacrest Pritchard
(HR)



Terrance Lockett
Talent Acquisition
Diversity Strategy Mgr.
Rivian
(Diversity/Recruiting)



Laura Delavan
Employee Benefits Advisor
Sterling Seacrest Pritchard
(Benefits)



Jennifer Bairan
Senior Director, HR
Payspan, Inc.
(HR)

Presenters' Contact Information

Rob Pinataro
CEO
Payspan, Inc.
Rob.Pinataro@payspan.com

Danny Nelms
President
The Work Institute
dannynelms@workinstitute.com
(Retention)

Gina Roman
Director of HR
Sterling Seacrest Pritchard
GRoman@sspins.com
(HR)

Terrance Lockett
Talent Acquisition
Diversity Strategy Mgr.
Rivian
tlockett@rivian.com
(Diversity/Recruiting)

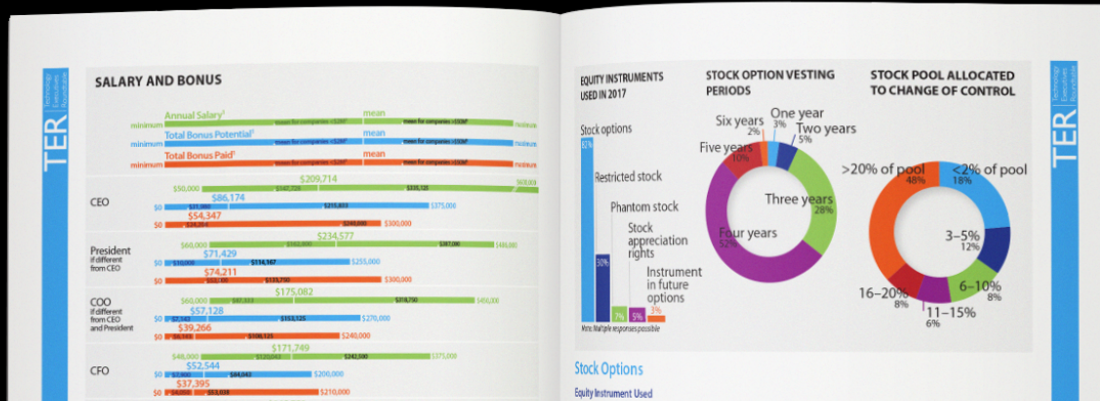
Laura Delavan
Employee Benefits Advisor
Sterling Seacrest Pritchard
ldelavan@sspins.com
(Benefits)

Jennifer Bairan
Senior Director, HR
Payspan, Inc.
Jennifer.Bairan@payspan.com
(HR)

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All data is kept confidential. Only aggregated results are published.



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STAY AFTER FOR
Q&A
with today's panelists

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**Please join our
April Meeting
(in-person or virtual)**

**Why & How to Grow Your Tech Business
INTERNATIONALLY– in the New European World**

April 19, 2022

TEER

Technology
Executives
Roundtable