Users Group 2023

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Welcome to 2023 Users Group

Thank you for joining us!

- About Valsoft
- PCR Updates
- Agenda & Goals

About Valsoft

VALSOFT

- Established in 2015 and based in Montreal, Canada, Valsoft's focus is to acquire and grow vertical software businesses that provide mission-critical solutions in their respective niche or market.

- By taking advantage of its simple corporate setup and its unique operating platform, Valsoft continues to grow its acquisitions towards sustainable success while making customer success a top priority.

- Because of its decentralized strategy and indefinite hold period, Valsoft can look at companies in different lifecycles.

VALSOFT

RANKS #1

ON ENTERPRISE FAST 15 LIST FOR 2021 WITH A GROWTH OF 757%

50 Technology **Fast 50**
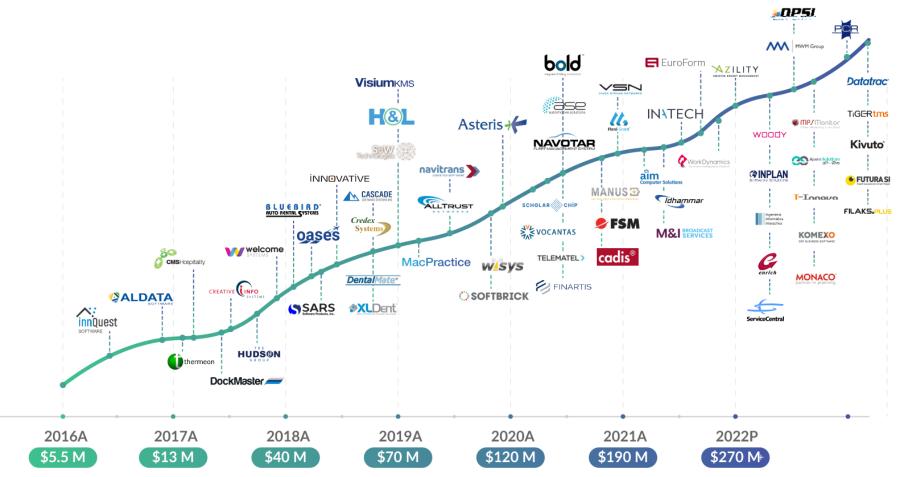2021 CANADA
ENTERPRISE FAST 15 **WINNER**
Deloitte.

About Valsoft

Valsoft Overview
It all started in 2015...

10+
Countries

35+
Global Offices

85+
Acquired Companies

3,700+
Employees

25,000+
Customers

History & Key Milestones

2016A	2017A	2018A	2019A	2020A	2021A	2022P
$5.5 M	$13 M	$40 M	$70 M	$120 M	$190 M	$270 M+

Notes: All figures in US dollars unless otherwise noted.

Acquired revenues in 000s On Total Revenues

Valsoft Overview

✅ Who we are

- Our strategy is to **buy-and-hold**, and we build on the legacy of the companies we acquire

- We are **entrepreneurs** and business builders

- We are self-funded

- We build large, world-class, successful software companies

- We focus on the **big picture**, and **we do not micromanage**

- We like to work with **passionate people** – we invest and dedicate time in training the future leaders of our company

❌ Who We Are Not

- We are **not** a private equity or venture capital firm with short-term investment horizons

- We **do not** sell the businesses we acquire

PCR Updates

2023: A great year for PCR that has included

- Integration into Valsoft family
- Record expansion of PCR partners – Welcome to the group!
  - Iowa State University
  - State of Kansas
  - Cornell University
  - State of Mississippi
  - Texas State University
- Next-Gen infrastructure initiative
- New product strategy to ship product enhancements faster

Agenda & Goals

- Helpdesk Review
- Recent & Planned Changes
- New Feature – Customer Central Approvals (Phase 2)
- New Feature – Contacts Bulk Update
- Tips, Tricks, and FAQs
- PCR-360 Roadmap
- Barcode (Again?)
- Q&A

My Goal: Strengthen our Partnership
- Keep our partners updated
- Share ideas and inform PCR's direction based on your input

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