

**DATE**

August 23, 2016

**SECTORS**

Education  
Technology & Software

**DEAL TYPE**

Private Capital

**DEAL LOCATIONS**



**DEAL TEAM**



**Justin Balciunas**  
Managing Director

# DC Advisory advised Panopto on its growth equity investment from Sterling Partners



DC US is pleased to announce that its client Panopto, a leading provider of enterprise and education video solutions, has secured \$42.8 million in funding as part of a minority growth round led by Sterling Partners, a growth-oriented private equity firm. The investment continues Panopto's business expansion and technology leadership in video content management, recording, and live streaming.

Panopto helps businesses and universities create searchable video libraries of their institutional knowledge, and the company is a recognized leader in the industry for its innovation, rapid growth, and company culture. Panopto pioneered the categories of lecture capture and enterprise video content management, and today its video platform is the largest repository of expert learning videos in the world. Its unique model provides video recording, storage and search capabilities through a single software product. For two years running, the company has been recognized by Gartner as a "Leader" in enterprise video content management and has been ranked as one of the fastest growing companies on Deloitte's Fast 500 list.

"With Sterling Partners, we've found the ideal investor to help us bring this enabling technology to more businesses and universities around the world. Sterling's portfolio breadth, unique experience across enterprise and education technologies, and deep networks will propel us to the next level of growth and market presence," said Eric Burns, CEO of Panopto.

"Greg Ager, Justin Balciunas, and Chris Hastings, and the entire DC US team championed our company from start to finish, consistently added value throughout the process in the form of tenacious, thoughtful guidance, and delivered a great outcome for our company,"

Mr. Burns continued. “We recommend them highly to other companies in search of a partner for their next phase of growth.”