

DATE

March 17, 2015

SECTORS

Technology & Software

DEAL TYPE

Private Capital

DEAL LOCATIONS



DEAL TEAM



Steve Dana

Director

DC Advisory advised Rsam on its growth investment from JMI Equity



SECAUCUS, NJ–(March 24, 2015) – Rsam, the market leader and fastest time-to-value provider of Governance, Risk and Compliance (GRC) solutions, today announced the completion of a \$32 million strategic growth investment from JMI Equity, a growth equity firm focused on investing in leading software and services companies.

Founded in 2002, Rsam is a market leader in the Governance, Risk, and Compliance solutions. The Rsam Platform delivers unparalleled flexibility for companies to leverage out-of-the-box solutions and build-your-own (BYO) applications for a wide range of compliance, risk, and security functions. Premier organizations and government regulators rely on Rsam to obtain superior intelligence, control, and visibility of their enterprise-wide GRC and security posture.

“Rsam has demonstrated a strong history of product innovation combined with operational excellence of running a profitable company for the last 12 years,” said Vivek Shivananda, CEO of Rsam. “We have been patiently monitoring the GRC software market to enter the optimal growth phase before bringing on a significant outside investment. This past year, we have been experiencing huge market adoption and rapid customer growth. We are very excited to be partnering with JMI to help accelerate our innovation and market leadership position further.”

“Rsam has the classic strengths of a bootstrapped organization. By staying close to their customers and employees, Rsam has built a best-in-class product and developed a culture of innovation and service,” said Jit Sinha, General Partner of JMI. “We believe Rsam is well-positioned to become the leader in the governance, risk, and compliance market and are excited to contribute to the next phase of the company’s success.”