



## TalentSoft secures €15 million in growth financing from Highland Capital Partners Europe and the FSN PME, French National Fund for Digital Society



*Paris, September 12<sup>th</sup>, 2013* - [TalentSoft](#), a leading provider in cloud-based Integrated Talent Management, today announced it has secured €15 million in growth financing from Highland Capital Partners Europe and the FSN PME French National Fund for Digital Society, managed by Bpifrance. This capital increase will help TalentSoft solidify its leadership at the European level and accelerate the delivery of visionary new products.

### TalentSoft – A strong track record

The Worldwide Talent Management Market in 2012 is estimated around €4Bn\*. With 22% CAGR, Talent Management is the fastest growing segment of the massive Human Capital Management (HCM) market.

In this highly competitive market, TalentSoft is one of the clear European leaders, with significant scale and track record. It has achieved impressive growth, with TalentSoft's solution being used by over 3 000 000 users and revenues having grown seven-fold in the last three years. With offices in Belgium, Sweden, Germany, and the UK, TalentSoft has ramped up its global expansion and already has users in 100+ countries and 14 languages.

With its relentless focus on product innovation (35% of revenues devoted to R&D), TalentSoft has been positioned by Gartner Inc. in the "Visionaries" quadrant of the 2013 "Magic Quadrant for Talent Management Suites".

### A new round of financing to fuel European ambitions and innovation

"TalentSoft is a high-growth company with a pragmatic yet very innovative view of Talent Management" says Tony Zappalà, Highland Capital Partners Europe fund partner. "TalentSoft starts with the career objectives and the competencies of the workforce and this information feeds all the other areas (recruiting, training), resulting in fluid and effective talent management processes. This talent planning approach, very much focused on growing talent and adapting to change is exactly what forward-thinking European multinational companies want to deploy. The rapid growth, which has been achieved very capital-efficiently, is a strong testament to the product suite and approach".

With the additional financing, TalentSoft will solidify its presence in Europe by opening more offices and will recruit 60+ professionals in international sales and services functions, greatly enhancing its capacity to service global customers and to help them deploy TalentSoft solution on three continents. In addition, it will accelerate the launch of new solutions leveraging social functionalities within talent management processes. From the screening of candidates by a recruiting community to the rapid onboarding of employees via collaborative processes, TalentSoft will encapsulate social functionality in HR processes, making them fluid, fast, and effective.

“Highland Capital Partners has an amazing track record of taking regional leaders and helping them transform into full-fledged global champions” says Jean-Stéphane Arcis, CEO of TalentSoft, “With a deep experience in the high tech sector and SaaS business models, Highland Capital Partners is the perfect partner for TalentSoft.”

“In addition, we are thrilled that **Bpifrance**, via its French National Fund for Digital Society, has reinforced its participation in TalentSoft. This fund invests exclusively in high-growth innovative companies, and has been a wonderful partner for TalentSoft since 2012.”

\* Bersin by Deloitte **The 2013 Talent Management Systems Market: Explosive Growth and Change Report**, November 2012

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#### **About TalentSoft**

*TalentSoft is Europe's leading player in SaaS-based Integrated Talent Management. More than 3 million users are connected to TalentSoft in over 100 different countries.*

*TalentSoft's collaborative and integrated software suite offers a unique balance between acquiring new talent, managing performance and planning jobs and competencies. It maximises human capital for businesses, and revolutionises HR processes and decision-making.*

*It is the first Talent Management solution to be optimised for the Microsoft Azure cloud at a global level.*

*A number of global companies have chosen TalentSoft, including: Accor, Aéroports de Paris, Air France, Arkadin, Awex, Bata, Bolloré, Bouygues, Bull, Clarins, CompuGroup Medical AG, Crédit Mutuel, EADS, Euromaster, EQT, Griesson, Ingenico, Invivo, Limagrain, M6, Mazars, Midas, Pernod Ricard, Prisma, Randstad, Safran, Sage, Total, Toys'R'Us, Vinci and Zodiac Aerospace. : [www.talentsoft.com](http://www.talentsoft.com)*

#### **About Highland Capital Partners Europe**

*Through a dedicated pan-European growth equity technology fund, Highland Capital Partners Europe embraces Highland Capital Partners' global mission of helping great people build great companies. Highland Capital Partners was founded in 1988 and has raised over \$3 billion of committed capital. Highland has backed a number of companies that have been recognised as leaders within their industry categories, including: Altiga Networks, Avid Technology, CheckFree, Conor Medsystems, eToys, Gigamon, lululemon athletica, Lycos, MapQuest, Ocular Networks, Qihoo 360, Quattro Wireless, Quigo Technologies, Starent Networks, Sybase, Telica, Vertica Systems and VistaPrint. For more information, visit [www.hcp.com](http://www.hcp.com).*

#### **About FSN PME, French National Fund for Digital Society**

*The FSN PME is the French National Fund for Digital Society. It was launched by the State under the Future Investment Program and managed by Bpifrance Investissement which manages equity investments made by Bpifrance. This fund acts as a co-investment in high technology companies with high potential for innovation and growth, developing new applications, services and digital content which are vital to the development of the digital technology industry. [www.bpifrance.fr](http://www.bpifrance.fr)*

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**Investors:**

**Highland Capital Partners Europe:** Tony Zappalá

**Bpifrance Investissement:** Véronique Jacq, Frédéric Le Brun, Nicolas Iordanov

**Consultants:**

**Financial advisory services for TalentSoft:** *Alpha Capital Partners UK, Marc Oiknine, Bruno Deutsch Corporate Finance, Bruno Deutsch*

**Legal services for TalentSoft:** *Cabinet Valluet Achache, Nicolas Valluet, Thierry Fortesa – Cabinet Orsay, Frédéric Lerner*

**Legal services for Highland Capital Partners Europe:** *Taylor Wessing, Nicolas de Witt*

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