

Baird's Leading Momentum in the Human Capital Management Space

Recent Transaction Experience Across a Variety of Verticals

Our institutional commitment and leadership in the sector has yielded significant transaction experience. Since 2021, our team has closed 23 transactions:

\$8.2 Billion

Total Transaction Value

\$360 Million

Average Enterprise Value

60% / 40%

Sponsor / Strategic Buyer Mix


















A Look at the Last 24 Months

Talent Acquisition












<p>IT Staffing</p>  <p>A Portfolio Company of</p>  <p>Sale to</p> 	<p>IT Staffing</p>  <p>Has been reinvested by</p> 	<p>Tech-Enabled RPO</p>  <p>PSG Global Solutions</p> <p>Sale to</p> 
<p>Tech-Enabled MSP</p>  <p>A Portfolio Company of</p> <p>NAUTIC</p> <p>Sale to</p> 	<p>IT Staffing</p>  <p>Acquisition of</p>  <p>A Portfolio Company of</p> 	<p>IT Staffing</p>  <p>Empowered by <i>Difference</i></p> <p>Sale to</p> 
<p>Tech-Enabled Screening</p>  <p>\$422,268,274 Common Stock</p> <p>Initial Public Offering</p>	<p>Tech-Enabled Screening*</p>  <p>Acquisition of</p> 	
<p>Tech-Enabled Screening</p>  <p>\$377,838,250 Common Stock</p> <p>Initial Public Offering</p>		

Workforce Administration

<p>PEO Software</p>  <p>A Portfolio Company of</p>  <p>Acquisition of</p> 	<p>EOR Software</p>  <p>convertible Preferred Stock</p> <p>Exclusive Placement Agent</p>	<p>PEO</p>  <p>Minority sale to</p> <p>STONE POINT CAPITAL</p>
<p>Tech-Enabled EOR</p>  <p>A Subsidiary of</p> <p>NELSON</p> <p>Sale to</p> 	<p>Tech-Enabled EOR</p> <p>people2.0</p> <p>A Portfolio Company of</p>  <p>Received a majority investment from</p> 	<p>Payroll Software</p>  <p>HUMAN CAPITAL MANAGEMENT</p> <p>Sale to</p> 
	<p>Tech-Enabled Compliance*</p>  <p>Acquisition of</p> 	<p>Payroll Software</p>  <p>\$489,325,000 Common Stock</p> <p>Initial Public Offering</p>
	<p>Payroll Software</p>  <p>\$441,600,000 Common Stock</p> <p>Follow-on Offering</p>	<p>HRIS*</p>  <p>Series A Investment by</p> 



Talent Management

<p>Engagement Software</p>  <p>Acquired by</p>  <p>A Portfolio Company of</p> 	<p>Relocation</p> <p>BGRS³</p> <p>A Subsidiary of</p>  <p>Combination with</p>  <p>A Portfolio Company of</p> 
<p>Tech-Enabled V&I</p>  <p>Acquisition by</p> 	<p>Relocation</p>  <p>Sale of U.S. Operations to</p>  <p>A Portfolio Company of</p> 

* Denotes transaction completed prior to joining Baird.

Dedicated Human Capital Services Coverage

Core Coverage Team



Bret Schoch
*Managing Director,
 Head of Human Capital
 Management*



Brian Cole
*Managing Director,
 Human Capital
 Management*



Andy Livadariu
*Managing Director,
 Human Capital
 Management – Software*



Don McCuniff
*Vice President,
 Human Capital
 Management*

Additional Firm-Wide Resources



Todd Noffke
*Managing Director,
 Co-Head of Global M&A*



Macie House
*Managing Director,
 Head of Tech & Services ECM*



Anne-Marie Peterson
*Managing Director,
 Head of Global Debt Advisory*



Simon Pearson
*Managing Director,
 European Tech & Services Lead*



Satoshi Matsumoto
*Managing Director,
 Head of Japan M&A*



Mark Marcon
*Equity Research Analyst,
 Human Capital Technology &
 Services*