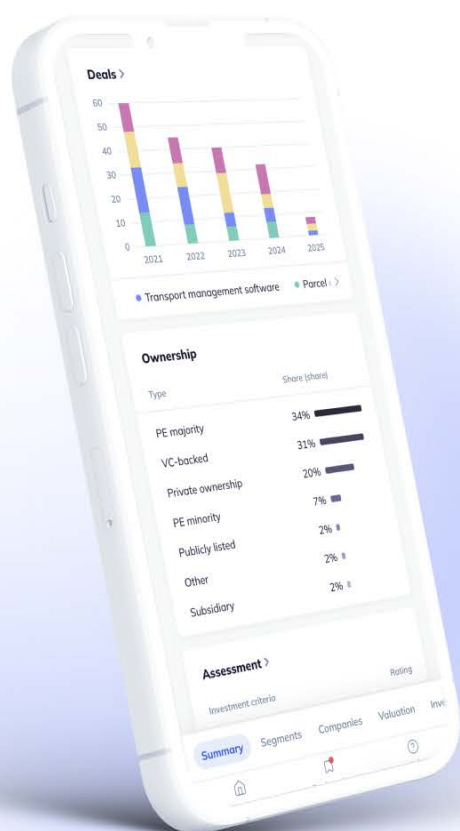


How Sagard NewGen Strengthens their Deal Pipeline with Gain.pro



Sagard NewGen is a Paris-based private equity firm that boasts a pan-European fund of over €300 million. Focused on high growth investments in the technology and healthcare sectors, they back profitable, Europe-based companies with revenues between €10 million - €150 million. What sets them apart is their dedicated Value Creation team that offers hands-on expertise in areas like go-to-market, tech, and M&A, supporting founders with tailored strategies to accelerate growth.

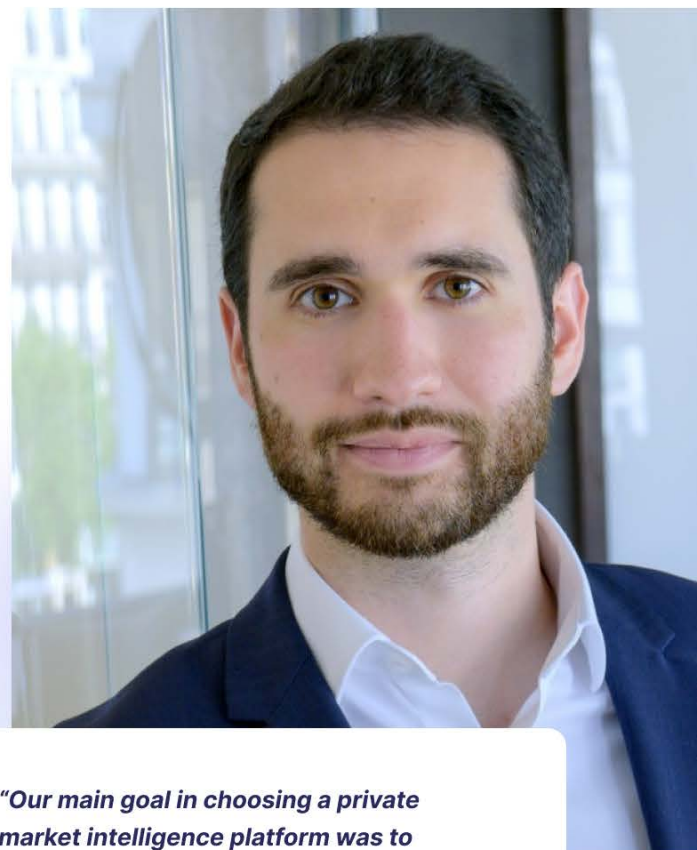
Sagard NewGen is part of Sagard's international platform, which has assets under management of \$30bn across 6 strategies, covering the full range of financing needs of growth companies. Leveraging flexible capital, an entrepreneurial culture, and a global network, Sagard provides management teams with tailor-made support, a high value-added ecosystem, and international reach, with 7 offices in Europe, North America, and Abu Dhabi.



The Challenge:

The Need for a Greater Visibility on the Top of Funnel

In their approach to investing, Sagard NewGen is highly selective, focusing exclusively on top-performing companies in the tech and healthcare sectors. To maintain this level of selectivity while ensuring a strong deal pipeline, the team wanted to have greater visibility on the top of their sourcing funnel. They also needed quicker access to structured, high-quality data and insights so they could screen more opportunities, more efficiently, without sacrificing depth of analysis.



“Our main goal in choosing a private market intelligence platform was to improve our approach to deal sourcing, and gain a clearer, more transparent view of our markets.”

Martin Klotz

Associate Director at Sagard NewGen

The Solution:

In-Depth Intelligence Designed for Private Equity

The team at Sagard NewGen turned to Gain.pro in search of a private market intelligence platform that aligned with their investment sweet spot and specific use cases. What stood out was the platform's breadth and depth of data which is structured in a way that's intuitive for private equity professionals, making it easy for them to use.

"What sets Gain.pro apart is the flexibility in which you can access data. Everything is interconnected making it easy to understand the full financial picture. It's clear that you have private equity expertise and understand what we're looking for. You speak our language and think the way we do, which isn't the case with some other platforms."

Martin Klotz

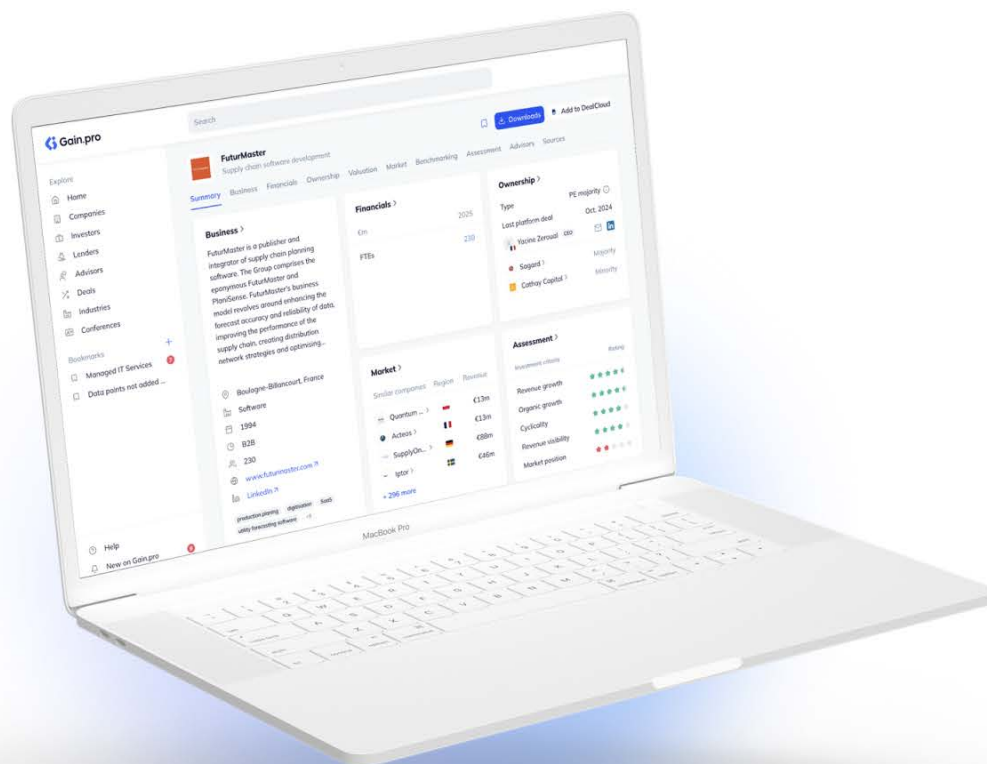
Use Cases:

Leveraging Gain.pro in Day-to-Day Operations

- ✓ Build a clear view of target markets and benchmark performance within industry reports
- ✓ Identify sweet spot companies using AI-powered tags and filters
- ✓ Research and analyze private market companies with in-depth company profiles
- ✓ Monitor key companies and track developments using bookmarks
- ✓ Support portfolio companies with intelligence, like competitors and market trends

"Gain.pro helps us access a broader set of potential targets and filter them using key KPIs. We can now build a long list and systematically analyze each company in greater depth."

Martin Klotz



Impact:

Greater Efficiency Leading to Greater Value

Thanks to Gain.pro, Sagard NewGen has a broader view of their investment pool, enabling them to source more opportunities within their sweet spot and build a stronger deal pipeline. Despite reviewing a larger number of companies, the team can evaluate them more efficiently. **“With Gain.pro, our junior team members no longer spend 10 hours a week building company profiles,”** says Martin Klotz. Now, they can access all the information they need to evaluate a company directly within the profile, freeing up time for deeper due diligence and other high-impact work.

“This makes our process smarter and more efficient. Additionally, by gaining more velocity at the top of the funnel, over the medium to long term, we expect to generate more value, partly by accelerating fund deployment.”

Martin Klotz

What’s Next:

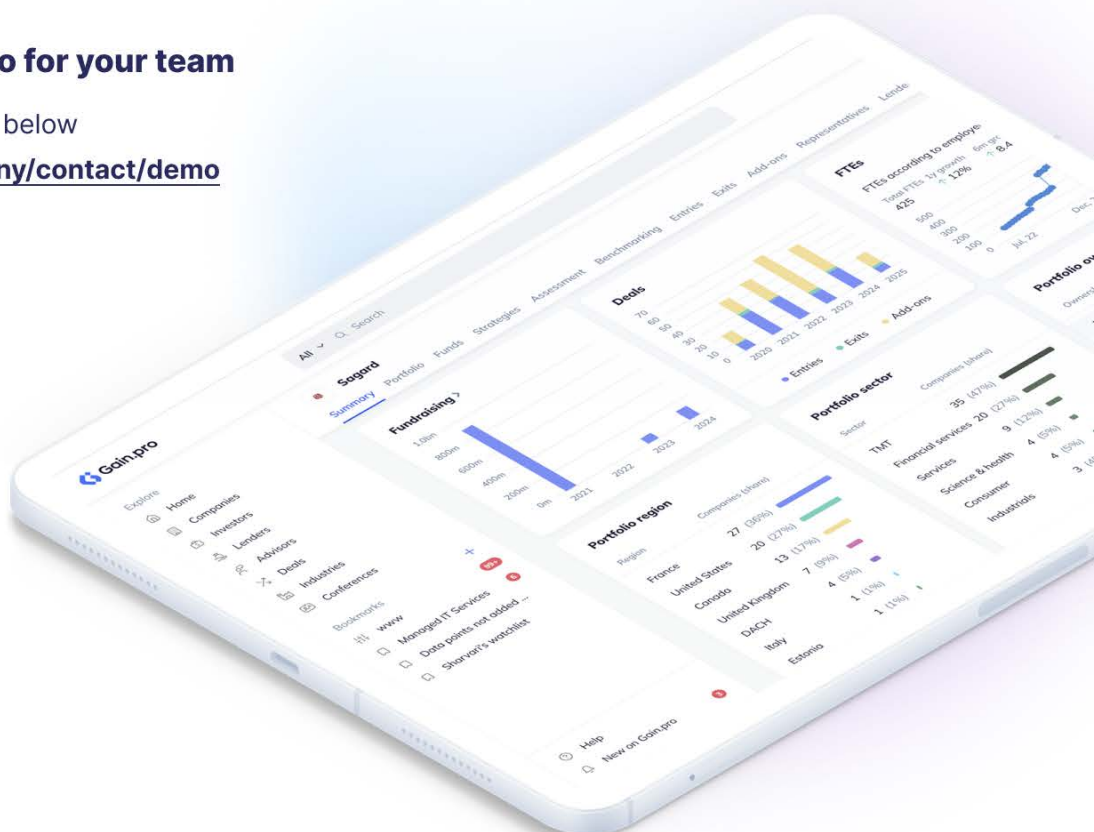
A Tech-Enabled Future with Gain.pro

Since procuring Gain.pro, the platform has become an integral part of Sagard NewGen’s deal sourcing process, saying **“to save time and move faster, we always start with Gain.pro.”** - Martin Klotz. As the platform continues to evolve with new features and functionalities, the team is gaining even greater efficiencies, ultimately helping them strengthen their edge in an increasingly competitive market.

See what Gain.pro can do for your team

Request a demo using the link below

<https://www.gain.pro/company/contact/demo>





Find, understand and track
companies that matter to you