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## March 2019 ComCap's Conference Guide to Shoptalk 2019



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# Introduction to ComCap

# An introduction to ComCap

- ComCap is a premier boutique investment bank focused on the intersection of commerce and capital, with key focus on B2B SaaS, B2C E-commerce, payments, mobile commerce, marketplaces and B2B services for retail technologies (IT and marketing services, in-store, fulfillment, logistics, call center, analytics, personalization, and location intelligence)
- Headquartered in San Francisco with European coverage from London & Moscow, and LATAM coverage from Sao Paulo. Our firm works with mid-cap public companies on buy-side initiatives and public and private growth companies on financing and strategic M&A
- In addition to being the only boutique focused on disruptive commerce models, we differentiate by:
  - Bringing bulge bracket techniques to emerging models;
  - A strong and uncommon buy-side/strategy practice;
  - Deep understanding of industry drivers and synergy analyses;
  - Deep relationships across the sector; and
  - Worldwide coverage with closed transactions in the United States, Japan, China, the ASEAN region, Western and Eastern Europe and Latin America
- Your ComCap Shoptalk team:



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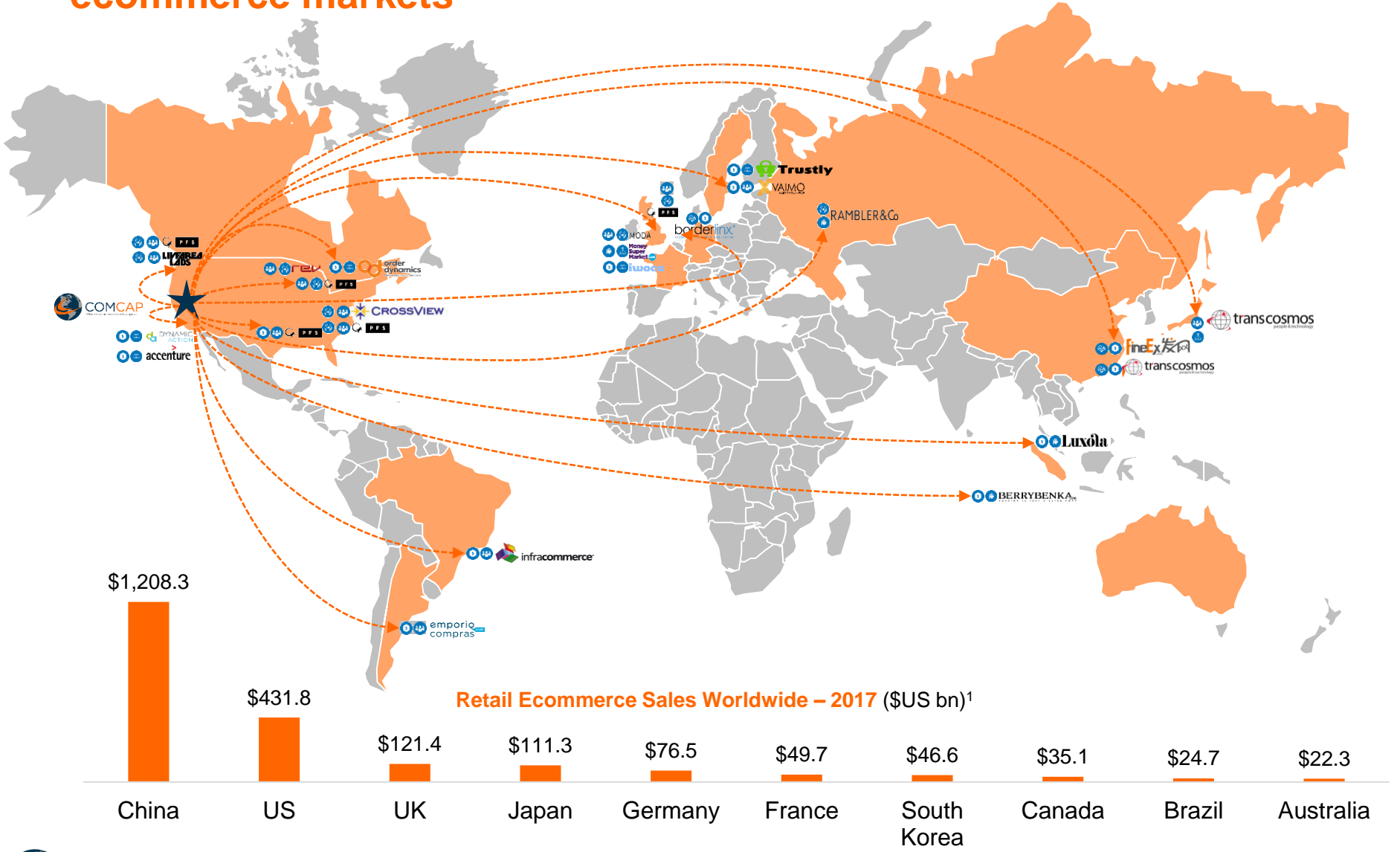


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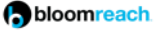









































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# ComCap – Active in 14 countries, including 8 of the top 10 global ecommerce markets



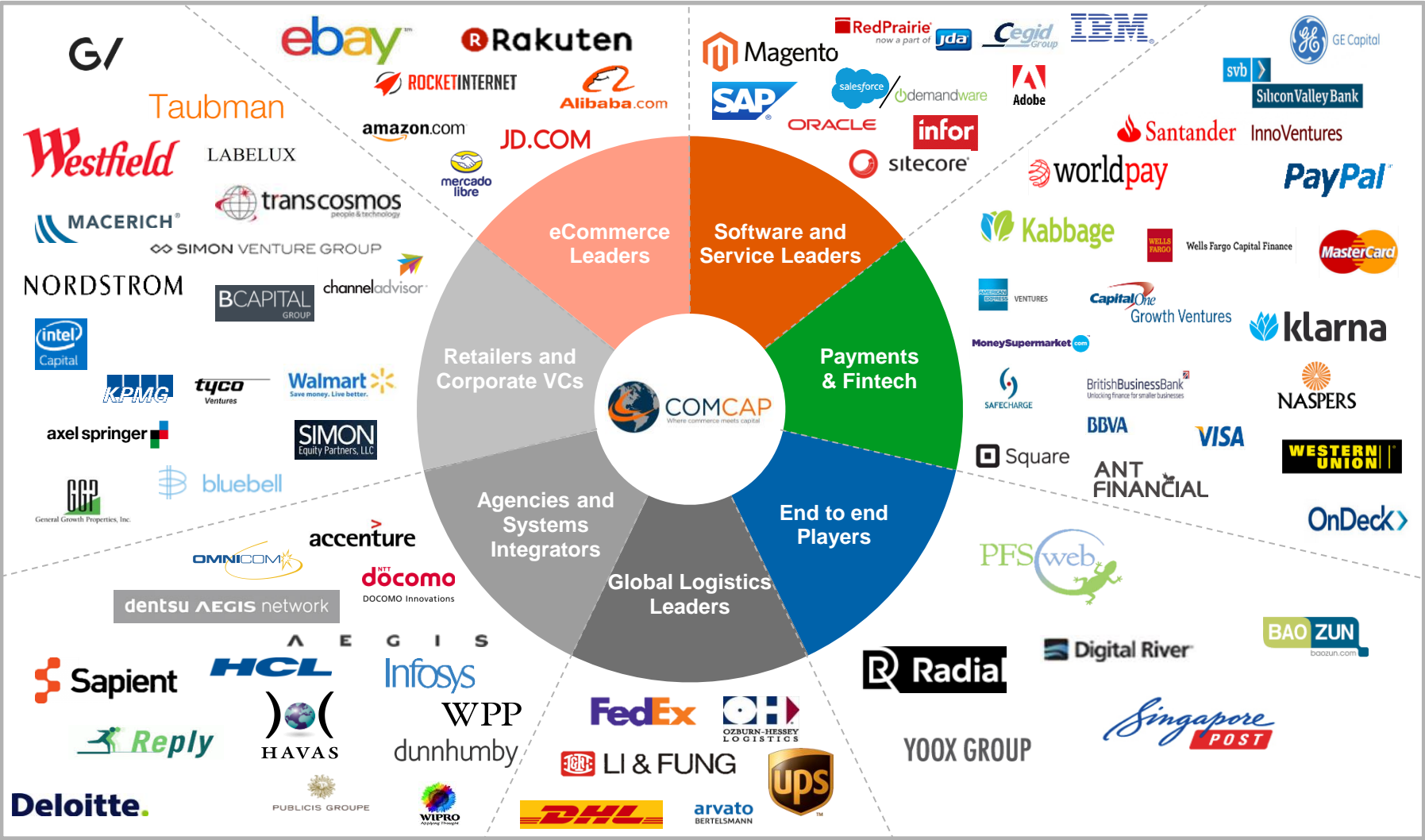


# ComCap's current thematic focus areas

Theme	Description	Select companies
Analytics	Focus on disruptors in the analytics space focused on ecommerce, logistics, retail, predictive, payment, risk and marketing	  
AR/VR and content creation	Emerging technologies with retail applications that allow retailers to offer a differentiated customer experience and build brand awareness and loyalty	  
Beauty, health and wellness	Universe of beauty companies, including product manufacturers, retailers, disruptors and new entrants	   
Digitally Native Vertical Brands (DNVBs)	D2C digitally native brands covering clothing, accessories, personal care, home and kitchen, furniture, and other consumer-focused products	   
Ecommerce SaaS	Emerging and disruptive SaaS businesses in the ecommerce sector	  
Fintech	Retail and commerce-related disruptors in the fintech universe. Current focus areas include payments, risk analytics, false declines and retail POS	  
Geospatial Analytics	Disruptive technologies in consumer location data and analytics that retailers and brands can use for 1:1 marketing and insights	     
Marketing suites	Emerging platforms in the digital marketing space	  
Mobile	Focused on mobile solution providers optimizing the mobile experience from desktop-to-mobile website conversions, targeted mobile marketing, to simplifying the mobile checkout experience	  
Outsourcing and service providers	Companies that provide outsourcing and end-to-end ecommerce services, such as contact centers, platform, marketing, photo services, logistics, warehousing etc.	   
Personalization	Emerging players in the ecommerce personalization space	   
Robotics	Robotics is getting integrated into various aspects of supply chain and retail	 
System Integrators	Focus on large SIs covering multiple platform as well as smaller SIs covering just one or a handful of platforms	 



# ComCap strategic partner landscape





# Selected financial investors with interest in digital retail

US

International

Buyout / Alternate

CASTANEA PARTNERS

KKR

Luminate

PALLADIN

GREENPAIN ASSOCIATES

SYCAMORE PARTNERS

symphony

The Blackstone Group

RV

TSG CONSUMER PARTNERS

WARBURG PINCUS

Tengram Capital Partners

Horizon Technology Finance

Stage agnostic

Accel

ANDREESSEN HOROWITZ

HEARST

AUGUST CAPITAL

Bain Capital Ventures

BENCHMARK CAPITAL

BESSEMER VENTURE PARTNERS

canaan

GENERAL ATLANTIC

e.ventures

HIGHBAR PARTNERS

MILLENNium

GGV CAPITAL

FIRSTFLOOR CAPITAL

PRESIDIO VENTURES

upfront

MACK CAPITAL

HIGHBAR PARTNERS

J.F. Shea Co. Inc.

fung capital

PCM

STALEY CAPITAL

NEA

Redpoint e.ventures

SCALE

openview

iw

SILVERLAKE

LIGHTSPEED VENTURE PARTNERS

WS INVESTMENTS

NORWEST VENTURE PARTNERS

Redpoint

USVP

DFJ

SEQUOIA

SUMMIT PARTNERS

TOBA CAPITAL

TRIDENT CAPITAL

WINDCREST

RRE Ventures

IFC

International Finance Corporation

IDG Ventures

PERMIRA

AIMCo

Late stage

CORRELATION VENTURES

HLM VENTURE PARTNERS

PIVOTAL CAPITAL

Georgian Partners

MIRAMAR VENTURE PARTNERS

CROSSLINK CAPITAL

BCG

nextworld

ENIC ventures

ALIENT

SEVEN PEAKS VENTURES

data collective

SAGEVIEW CAPITAL

ICP

FIRST FLOOR

BARODA VENTURES

OCTOPUS INVESTMENTS

LAKE STAR

MARKER LLC

MOHR DAVIDOW

PUND PARTNERS

IDEA

FIRSTMARK

YOLITION CAPITAL

Balderton capital

NEXUS

INVENTUS

frog

boldstart

EMERGENCE

LEADEDGE CAPITAL

pitango

Investissement Québec

IDG Capital Partners

tv capital

aeris CAPITAL

rho

BOWERY CAPITAL

SAPPHIRE VENTURES

ROSE PARK

SIERRA VENTURES

8° EIGHT ROADS

ABS CAPITAL PARTNERS

vertex

IQ

rowroot Capital

SIGMA PARTNERS

TECH OPERATORS

split rock PARTNERS

EPIC VENTURES

ALTOS VENTURES

ZODIUS

Clydesdale

FROST

LONGWOOD

GOTHAM VENTURES

WEST CAPITAL ADVISORS, LLC

khosla ventures

Notion Capital

PREMIJ INVEST

FONDS de solidarité FTQ

iNOVIA CAPITAL

TAP

AKKR

OXFORD CAPITAL

PRIMUS

KPCB

CLAYTON ASSOCIATES

RINCON VENTURE PARTNERS

WEST CAPITAL ADVISORS, LLC

EDIGITAL farm

G20

ASCENT CAPITAL ADVISORS

claltech

H

Baird Venture Partners

PRIMUS

KPCB

CLAYTON ASSOCIATES

RINCON VENTURE PARTNERS

WEST CAPITAL ADVISORS, LLC

EDIGITAL farm

G20

ASCENT CAPITAL ADVISORS

claltech

H

nvm

J.F. Shea Co. Inc.

FORERUNNER

cit VENTURES

MIRAMAR VENTURE PARTNERS

BREYER CAPITAL

STORM VENTURES

WILDCAT

golden

flare capital partners

LHV

PAR

ProSiebenSat.1 Accelerator

Okapi Venture Capital

FOUNDER COLLECTIVE

INNOVATION ENDEAVORS

HEARST ventures

USV

IDG Ventures

500

819 CAPITAL

RPM

MARKER LLC

YALETOWN VENTURE PARTNERS

harmony partners

innova

channel advisor

The New York Times Company

FONDACON

Deloitte

trans cosmos

VOLKSWAGEN

Baidu

Alibaba Group

accenture

axel springer

hommel

sap

Yokohama bank

Cegid group

Adobe

infor

SBI Investment

sitecore

Labelux

UPS

NGP

Simon Equity Partners, LLC

Nirvana

salesforce

Dell technologies

dunhumby | VENTURES

Taubman

COMCAST VENTURES

CV

Goldman Sachs

NTT DOCOMO Ventures, Inc.

NORDSTROM

Early stage

819 CAPITAL

RPM

MARKER LLC

YALETOWN VENTURE PARTNERS

harmony partners

innova

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The New York Times Company

FONDACON

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NTT DOCOMO Ventures, Inc.



NORDSTROM

# AI & Analytics profiles



# Select Shoptalk Attendee Profiles: AI / Analytics

Company	Profile	Capabilities
	<p><b>AB Tasty</b></p> <p>A SaaS-based application that enables e-marketers to optimize their website and conversion rate without technical knowledge</p> <p><b>Founded:</b> 2009</p> <p><a href="http://www.abtasty.com">www.abtasty.com</a></p> <p><b>Employees:</b> ~200</p> <p><b>HQ:</b> Paris, France</p> <p><b>Funds Raised:</b> \$23.9m</p> <p><b>Latest Financing Round:</b> \$17.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Alix de Sagazan</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>It offers an easy-to-use and feature-packed solution to run all kinds of A/B and multivariate tests with minimal technical integration</li> </ul> <p><b>Customers include:</b> Sephora, Pizza Hut, HP, TUI, Carrefour, Ashley Home Store, Deckers Brand, Cartier, Groupon, Danone, Disneyland Paris, Hyundai, JLR, McDonald's</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It has offices in New York, Paris, Madrid, Singapore, London, Cologne, and San Francisco</li> <li>Was the 3<sup>rd</sup> highest rated A/B testing platform at the 2018 TrustRadius Top Rated badges for A/B Testing and Personalization Tools</li> <li>The Company opened its new offices in Singapore and San Francisco in 2018</li> </ul>
	<p><b>Perfect Corp.</b></p> <p>Provider of an online platform for beauty lovers</p> <p><b>Founded:</b> 2014</p> <p><a href="http://www.perfectcorp.com">www.perfectcorp.com</a></p> <p><b>Employees:</b> ~100</p> <p><b>HQ:</b> San Jose, CA</p> <p><b>Funds Raised:</b> \$25.0m</p> <p><b>Latest Financing Round:</b> \$25.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Alice Chang</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The platform is the premier online destination for all beauty lovers</li> <li>It offers various apps such as YouCam Makeup, YouCam Perfect, YouCam Video, YouCam Nails, YouCam Fun and YouCam Shop</li> <li>AR &amp; AI face technology comprises of face detection, Makeup AR, Live 3D face AR, skincare AR and Face AI</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>With over 600 million downloads globally, the company is focused on transforming how consumers, content creators and beauty brands interact together</li> <li>It aims to transform the beauty game by marrying the highest level of augmented reality and artificial intelligence technology with the ultimate shopping experience, completely reinventing the online-to-offline consumer beauty journey</li> </ul>

# Select Shoptalk Attendee Profiles: AI / Analytics


Company	Profile	Capabilities
	<p><b>Amplitude</b> Provides product analytics to help companies understand user behavior <b>Founded:</b> 2012 amplitude.com <b>Employees:</b> 101-250 <b>HQ:</b> San Francisco, CA <b>Funds Raised:</b> \$136.0m <b>Latest Financing Round:</b> \$80.0m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Spenser Skates</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Behavioral analytics: Assist clients in understanding user behavior to grow their product metrics. Track the impact of every release in real time and double down on the right features to keep shipping a better experience to the users</li> <li>Others include taxonomy, insight, scale and accounts</li> </ul> <p><b>Customers include:</b> okcupid, Twitter, change.org, Blue Apron, Microsoft, HubSpot, LogMeIn, Autodesk, Cisco, Acquia, Shopstyle, Booking.com, SAKS Fifth Avenue, Lilly Pulitzer, Adidas</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>Serves clients across various sectors such as consumer tech, B2B SaaS, ecommerce, media, and finance</li> <li>Product, marketing, and growth teams use Amplitude to discover and share insights about user engagement, retention, and revenue</li> </ul>
	<p><b>Boomerang Commerce</b> Powers competitive pricing and assortment decisions for retailers <b>Founded:</b> 2009 www.boomerangcommerce.com <b>Employees:</b> 101-250 <b>HQ:</b> Mountain View, CA <b>Funds Raised:</b> \$20.5m <b>Latest Financing Round:</b> \$12.0m <b>Latest Financing Valuation:</b> \$54.3m <b>CEO:</b> Guru Hariharan</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Retail Performance Management product suite designed to help make faster merchandising decisions and drive better business performance</li> <li>Price Performance Management: Leverage pricing to grow market share and profitability, and streamline the clients pricing operations</li> </ul> <p><b>Customers include:</b> Staples, Office Depot, Groupon</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Boomerang's clients average \$40m in incremental revenue and \$9m in incremental margins for every \$1bn in revenue they run through the platform</li> <li>Improves revenue and margin performance of the clients' businesses by making better, faster merchandising decisions</li> <li>Customers span across a broad array of categories, from office supplies and apparel to home improvement, auto parts and more</li> <li>The technology platform empowers profitable growth through data driven merchandising decisions</li> </ul>

# Select Shoptalk Attendee Profiles: AI / Analytics



Company	Profile	Capabilities
	<p><b>Celect</b></p> <p>A cloud-based predictive analytics SaaS platform that helps retailers optimize overall inventory portfolios</p> <p><b>Founded:</b> 2013</p> <p><a href="http://www.celect.net">www.celect.net</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Boston, MA</p> <p><b>Funds Raised:</b> \$30.2m</p> <p><b>Latest Financing Round:</b> \$15.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> John Andrews</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ Celect Inventory Optimization Suite provides analytics and recommendations, giving the client the ability to filter, analyze and make sense of an overwhelming amount of data from disparate sources</li> <li>▪ Celect Federal Intelligence Suite was developed to specifically address the challenges facing the federal intelligence community</li> <li>▪ Celect Predictive Analytics Platform is deployed as an on-premises or cloud-based SaaS solution, leveraging numerous open-source technologies, with enterprise-class flexibility and scale to support high-volume computing and massive amounts of data</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ Helps retailers manage their inventory using machine learning</li> <li>▪ Solutions work in physical stores, online, and across the supply chain</li> </ul>
	<p><b>Clarifai</b></p> <p>Provides advanced image recognition systems for customers to detect near-duplicates and visual searches</p> <p><b>Founded:</b> 2013</p> <p><a href="http://clarifai.com">clarifai.com</a></p> <p><b>Employees:</b> 51-100</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$40.0m</p> <p><b>Latest Financing Round:</b> \$30.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Matthew Zeiler</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ Clarifai Explorer allows the clients to preview all the inputs that customers add, perform searches and train new models</li> <li>▪ Clarifai Create allows the client to create a model using their own custom concepts</li> <li>▪ Clarifai models will return a list of concepts, each with a probability score of how likely it is the concept is visible in the image</li> <li>▪ Clarifai Search can then return image results, ranked by how similar they are to the image provided in the query</li> </ul> <p><b>Customers include:</b> Vevo, OpenTable, Staples, photobucket, West elm, StyleMePretty.com, Foap, Photobucket, MRM / McCann, i-Nside, Asset Bank</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ Its solutions create efficiencies in customers' business by sorting through content and allowing their human workforce to fulfil different roles</li> <li>▪ Its powerful image and video recognition solutions are built on the most advanced machine learning platform, and made easily accessible</li> </ul>





# Select Shoptalk Attendee Profiles: AI / Analytics

Company	Profile	Capabilities
	<p><b>Coherent Path</b></p> <p>Provides personalization and predictive analytics solutions that enable retailers to focus engagement around strategic goals</p> <p><b>Founded:</b> 2012</p> <p>coherentpath.com</p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Boston, MA</p> <p><b>Funds Raised:</b> \$7.0m</p> <p><b>Latest Financing Round:</b> \$6.3m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> James Glover</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Coherent Path that uses advanced mathematical concepts from hyperbolic geometry and dynamics to better understand a retailer's product space and customer behavior</li><li>The company's machine learning solution empowers retailers with the relevant themes and categories they should feature in campaigns</li></ul> <p><b>Customers include:</b> Neiman Marcus, L.L.Bean, Staples, Gardner's Supply Company, Miles Kimball, Walter Drake, autotrader.ca</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>It serves various sectors such as banking &amp; financial services, healthcare, insurance, media &amp; communications, retail, technology, and travel &amp; hospitality</li><li>It integrates with email service providers such as IBM Watson, Salesforce Marketing Cloud, Oracle Responsys, SendGrid and Cheetah Digital</li></ul>
	<p><b>Commerce Signals</b></p> <p>Develops an ecommerce search and discovery engine by using data science, machine learning, and natural language processing</p> <p><b>Founded:</b> 2014</p> <p>www.commercesignals.com</p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Palo Alto, CA</p> <p><b>Funds Raised:</b> \$23.0m</p> <p><b>Latest Financing Round:</b> \$4.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Thomas Noyes</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Allows businesses to optimize and monetize their data assets through a real time exchange platform that provides a marketplace for buyers and sellers based upon relevance and use</li><li>Added location and payment panel data to its solution, which gives advertisers a holistic picture of the consumer journey – from the time an ad is seen to the time a purchase is made</li></ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>Provides advertisers and agencies unique access to over 70% of US card based transactions</li><li>Measures and optimizes sales lift, and grows sales &amp; traffic for marketers, agencies and publishers</li><li>In March 2017, the company announced a partnership with LiveRamp that enables advertisers to measure the online and in-store sales impact of their advertising across digital publishers and individual devices</li></ul>



# Select Shoptalk Attendee Profiles: AI / Analytics

Company	Profile	Capabilities
 CrowdANALYTIX	<p>Scalable AI solutions for enterprises</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.crowdanalytix.com">www.crowdanalytix.com</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Sunnyvale, CA</p> <p><b>Funds Raised:</b> \$43.0m</p> <p><b>Latest Financing Round:</b> \$40.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Divyabh Mishra</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ CrowdANALYTIX, a crowdsourcing platform for building customized AI solutions built by a global community of 19,132 data scientists</li> <li>▪ dataX.ai, an AI driven platform for auto-creating context-aware product attributes and meta-tags for retail product catalogs</li> </ul> <p><b>Customers include:</b> Marsh, AT&amp;T, Flipkart, Ford, Genpact, Honeywell, KPMG</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ A global community of data scientists builds hundreds of bots every month for various use cases and deploys them into dataX for future use</li> <li>▪ The data scientists compete &amp; collaborate on the company's crowdsourcing community to build optimized algorithms. These algorithms are then deployed &amp; maintained on dataX.ai (the machine layer) for reliability and scale</li> <li>▪ The precision of Bots in the dataX library are continuously monitored for degradation</li> </ul>
 drawbridge	<p><b>Drawbridge</b></p> <p>A people-based identity management company, enabling brands to create personalized experiences for their customers</p> <p><b>Founded:</b> 2010</p> <p><a href="http://www.drawbridge.com">www.drawbridge.com</a></p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> San Mateo, CA</p> <p><b>Funds Raised:</b> \$68.7m</p> <p><b>Latest Financing Round:</b> \$15.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Kamakshi Sivaramakrishnan</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ Connected Consumer Graph for digital advertising and other applications</li> <li>▪ Manage cross-device campaigns in real-time</li> <li>▪ Execute cross-device media campaigns on an I/O basis optimized</li> </ul> <p><b>Customers include:</b> Del Monte Foods, Seat Geek, Groupon, Core Digital Media</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>▪ Uses patented large-scale AI and machine learning technologies to build democratized data solutions that are driving the intersection between mar-tech and other categories with applications including advertising, personalization, content management, product recommendations, authentication, and risk detection</li> <li>▪ It was one of the first to work on creating a cross-device graph that allowed advertisers to use data to target consumers across laptops, mobile phones, tablets and others</li> <li>▪ The latest funding round will allow Drawbridge to “double down” on its expansion beyond ad-tech</li> </ul>



# Select Shoptalk Attendee Profiles: AI / Analytics

Company	Profile	Capabilities
 DYNAMIC YIELD	<b>Dynamic Yield</b> Provides personalization, recommendations, 1:1 messaging, and yield optimization across web, mobile, and email <b>Founded:</b> 2011 <a href="http://www.dynamicsyield.com">www.dynamicsyield.com</a> <b>Employees:</b> 101-250 <b>HQ:</b> New York, NY <b>Funds Raised:</b> \$83.3m <b>Latest Financing Round:</b> \$38.0m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Liad Agmon	<b>Services offered:</b> <ul style="list-style-type: none"> <li>The Omnichannel Personalization Stack helps marketers increase revenue by automatically personalizing each customer interaction across web, mobile apps and email</li> <li>Has complete suite of personalization &amp; engagement solutions to drive revenue and engagement</li> </ul> <b>Customers include:</b> Zalora, Urban Outfitters, Ocado, Hallmark Channel, Jumia, Daraz.pk, Pacsun, William Hill, Hello Fresh, Lamoda, Food Panda, Cabela's <b>Key facts:</b> <ul style="list-style-type: none"> <li>Its advanced segmentation engine uses machine learning to build actionable segments in real time, enabling marketers to take instant action via personalization, product/content recommendations, behavioral messaging, a/b testing and automated optimization</li> <li>Serves across various segments such as ecommerce, media &amp; publishing, B2B, travel &amp; hospitality, listings &amp; classifieds and others</li> </ul>
 DYNAMIC ACTION	<b>DynamicAction</b> Provider of analytics solutions specifically built for omni-channel retail optimization <b>Founded:</b> 2016 <a href="http://www.dynamicaaction.com">www.dynamicaaction.com</a> <b>Employees:</b> 51-100 <b>HQ:</b> Silicon Valley, CA <b>Funds Raised:</b> \$19.2m <b>Latest Financing Round:</b> \$15.0m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> John Squire	<b>Services offered:</b> <ul style="list-style-type: none"> <li>Offers cloud based predictive analytic services to the retail industry. It connects data from every part of a retail organization such as marketing, inventory, merchandising, operations, customers, returns and finance</li> </ul> <b>Customers include:</b> Farfetch, Cole Haan, DXL Mens Apparel, Eddie Bauer, elmpovement, Jack Wills, Jos. A. Bank, Mulberry, Wehkamp, Silver Star Brands, and more <b>Key facts:</b> <ul style="list-style-type: none"> <li>The company uses more than 1,500 proprietary algorithms to pinpoint margin-eating disconnects in the business, prescribe the precise actions to take and accurately rank those actions by financial impact</li> <li>The platform enables profitable action-taking using data comprising more than \$19bn of consumer transactions each year</li> <li>Key investors include Accenture, ePlanet Capital, Frog Capital, GP Bullhound, WPP Ventures, West Coast Capital</li> </ul>

# Select Shoptalk Attendee Profiles: AI / Analytics



Company	Profile	Capabilities
	<p><b>Fract</b></p> <p>Demand forecasting and planning with geospatial AI</p> <p><b>Founded:</b> 2014</p> <p><a href="http://www.fract.com">www.fract.com</a></p> <p><b>Employees:</b> 1-10</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> N/A</p> <p><b>Latest Financing Round:</b> N/A</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Mike Mack</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The company offers tools to analyse data using AI which leads to actionable insights, allowing their clients to outsmart the competition</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Helps businesses increase market share with a geospatial artificial intelligence platform that integrates various business data points, runs a continuous prediction loop to find hidden data patterns, and presents actionable insights with specific ROI to the end user</li> <li>Works with fortune 1,000 enterprise companies</li> </ul>
	<p><b>Mist Systems</b></p> <p>Built the first wireless platform for the Smart Device era</p> <p><b>Founded:</b> 2014</p> <p><a href="http://www.mist.com">www.mist.com</a></p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> Cupertino, CA</p> <p><b>Funds Raised:</b> \$88.4m</p> <p><b>Latest Financing Round:</b> \$46.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Sujai Hajela</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Virtual assistant network, Wi-Fi assurance, Bluetooth LE engagement and Bluetooth LE Asset Visibility</li> <li>It takes unique advantage of user location and behavior to deliver a superior Wi-Fi and Bluetooth LE experience to wireless users</li> <li>Enables enterprises to provide amazing user experiences not possible before, and proactively manage networks at any scale</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Mist developed the first intelligent wireless network products that leverage machine learning</li> <li>The company will continue to develop a robust channel of MSPs and collaborate with leading ecosystem &amp; OEM partners</li> </ul>

# Select Shoptalk Attendee Profiles: AI / Analytics



Company	Profile	Capabilities
	<p><b>Personalali</b></p> <p>Personalali helps top-tier retailers increase sales and profitability, online and offline, by capitalizing on the power of behavioral economics</p> <p><b>Founded:</b> 2011</p> <p><a href="http://www.personali.com">www.personali.com</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$15.2m</p> <p><b>Latest Financing Round:</b> \$12.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Dan Baruch</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The Intelligent Incentive platform uses machine learning to offer its customers the ability to elicit, capture and harness shoppers' emotional responses, to achieve the highest engagement and encourage increased spend</li> </ul> <p><b>Customers include:</b> Coleman, Cdiscount, Dafiti, Cnova, Matelsom, Orange, Quidco, Showroomprive.com, Pontforio atacado, Interior's, TicketCity</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It helps top-tier retailers increase sales and profitability – online and offline – by capitalizing on the power of behavioral economics</li> <li>Key benefits are conversion uplift, profit optimization, loyalty &amp; retention, product lifecycle management, user spend increase and full omni-channel support</li> <li>The firm has over 150 customers across North America, Latin America and Europe</li> <li>More than \$1bn in sales growth generated by Personalali solutions, with significant profitability enhancement</li> </ul>
	<p><b>Profitect</b></p> <p>Profitect offers profit amplification software that enables retailers to quickly realize increased revenue and reduced costs</p> <p><b>Founded:</b> 2007</p> <p><a href="http://www.profitect.com">www.profitect.com</a></p> <p><b>Employees:</b> 51-100</p> <p><b>HQ:</b> Waltham, MA</p> <p><b>Funds Raised:</b> \$14.5m</p> <p><b>Latest Financing Round:</b> \$7.2m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Guy Yehiav</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Profit Amplification software, a pattern-seeking solution, enables retailers to quickly realize increased revenue and reduced costs across the entire retail supply chain</li> <li>Its proprietary transformation engine intelligently transforms data</li> <li>It takes clients' data, identifies opportunities, prescribes easy-to-understand actions, and levers workflows and tasks to ensure the right actions are taken when needed</li> </ul> <p><b>Customers include:</b> Abercrombie &amp; Fitch, Ahold USA, Delek, King Kullen, Sally Beauty, Weis Markets, Factory 54, Woolworths, Suitsupply</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It serves various sectors such as grocery, apparel, home improvement, health &amp; beauty, CPG, pharmacy and department stores</li> <li>Key partners include Zebra Technology, Westernacher, Google, and Microsoft</li> </ul>





# Select Shoptalk Attendee Profiles: AI / Analytics

Company	Profile	Capabilities
 <b>Profitero</b>	<p>An ecommerce performance analytics platform</p> <p><b>Founded:</b> 2010</p> <p>www.profitero.com</p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> Dublin, Ireland</p> <p><b>Funds Raised:</b> \$9.0m</p> <p><b>Latest Financing Round:</b> \$8.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Volodymyr Pigrukh</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Allows to brands to measure their digital shelf performance across 8,000+ retailer sites and mobile apps in 50 countries, gaining actionable insights to improve product content, search placement, ratings &amp; reviews, availability, assortment and pricing</li> <li>Also allows brands to measure their Amazon sales &amp; share and connect it to their digital shelf performance, so they can precisely identify the factors influencing sales</li> <li>Offers ecommerce experts on 3 continents who will work alongside to prioritise biggest gaps and opportunities</li> </ul> <p><b>Customers include:</b> Bayer, Beiersdorf, iRobot, Edgewell, General Mills, Heineken, Kids II, MillerCoors and L'Oreal</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It combines proprietary ecommerce monitoring technology with actual sales data</li> <li>Key partners include Nielsen and Brandbank</li> </ul>
 <b>Revionics</b>	<p>Offers lifecycle price, promotion and markdown optimization solutions for the retail industry</p> <p><b>Founded:</b> 2002</p> <p>www.revionics.com</p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> Roseville, CA</p> <p><b>Funds Raised:</b> \$56.8m</p> <p><b>Latest Financing Round:</b> \$30.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Marc Hafner</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Key solutions include pricing, promotion, markdown, space, dynamic pricing, competitive insights and advanced analytics</li> <li>Provides price strategy formation, store-to-zone clustering analysis, and consulting services</li> </ul> <p><b>Customers include:</b> Farmacorp, The Home Depot, eBags, OXXO, Apotek, Shop Direct, Family Dollar, Ozon.ru, Sally Beauty, Pet Smart, Dick's Sporting Goods, Tractor Supply Co., Null, Apotek</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Serves various segments, channels and formats such as food &amp; drug, fashion, sporting goods, wholesale, health &amp; beauty, home &amp; garden, convenience, DIY, speciality, consumer electronics, discount and general merchandise</li> <li>Retailers across the world utilize Revionics' self-funding model to improve top-line sales, demand and margin</li> </ul>



# Select Shoptalk Attendee Profiles: AI / Analytics

Company	Profile	Capabilities
	<p><b>Segment</b></p> <p>Segment provides a single API to track customer data across various devices and channels, and send it to third-party tools, internal systems, or a SQL database with the flip of a switch.</p> <p><b>Founded:</b> 2011</p> <p>segment.com</p> <p><b>Employees:</b> 251-500</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$108.7m</p> <p><b>Latest Financing Round:</b> \$64.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Peter Reinhardt</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Collect data via the company's software and integrate a best-in-class marketing and analytics stack</li> <li>Collect clickstream data from their mobile apps, websites, and servers with one API</li> <li>Test implementation, weed out bad data, and set granular rules for where data flows with tools for debugging and data governance</li> <li>Personalize every customer interaction with security &amp; privacy built in</li> </ul> <p><b>Customers include:</b> Glossier, Tradesy, LogMeIn, DigitalOcean, Breather, New Relic, inVision, Contentful, Trunk Club, edx, Prosper, Instacart, Xo Group</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Serves various segments such as retail, B2B, mobile and marketplaces</li> <li>Over 15,000 companies have selected the company to empower their teams and streamline workflows. Businesses use Segment's API to unlock 200+ tools</li> </ul>
	<p><b>Sentient Technologies</b></p> <p>The world's leading artificial intelligence company specializing in evolutionary intelligence</p> <p><b>Founded:</b> 2007</p> <p>www.sentient.ai</p> <p><b>Employees:</b> 51-200</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$174.4m</p> <p><b>Latest Financing Round:</b> \$29.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Babak Hodjat</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Sentient Ascend leverages algorithms to test and find the best performing design for their clients' websites from among a wide range of potential combinations</li> <li>Studio is a model management framework written in Python to help simplify and expedite their model building experience</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The company is applying its patented artificial intelligence technologies to create unique solutions in verticals such as investment, medical diagnosis and ecommerce</li> <li>In 2017, the company raised funds to further expand its distributed artificial intelligence products and services. It will also expand its team, further scale its partner infrastructure, and accelerate the commercialization of its distributed AI technologies</li> <li>Key partners include 44 Pixel, Conversion Kings, Conversion Sciences, Conversion Uplift, Conversion.com, CROmetrics, Graymatter</li> </ul>


# Select Shoptalk Attendee Profiles: AI / Analytics

Company	Profile	Capabilities
	<p><b>Springbot</b></p> <p>Delivers data-driven marketing recommendations, marketing automation and analytics in one dynamic platform for SMB merchants</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.springbot.com">www.springbot.com</a></p> <p><b>Employees:</b> 51-100</p> <p><b>HQ:</b> Atlanta, GA</p> <p><b>Funds Raised:</b> \$35.0m</p> <p><b>Latest Financing Round:</b> \$15.0m</p> <p><b>Latest Financing Valuation:</b> NA</p> <p><b>CEO:</b> Brooks Robinson</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ The SpringBot Platform provides advanced ecommerce marketing technology for small to medium- size retailers</li> <li>▪ Marketing Robotics streamlines the process of automating, analyzing and personalizing ecommerce marketing.</li> <li>▪ Its integration with Big Commerce, Magento and Shopify delivers the power of data management, marketing automation and analytics across multiple platforms</li> <li>▪ Key features include email marketing, social marketing, online ads, campaign services, springbot exchange and amazon marketplace</li> </ul> <p><b>Customers include:</b> Tadashi Shoji, Axtro Sports, First Aid &amp; Safety Online, Country Club Prep, 1st in Coffee</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>▪ In November 2018, the company was ranked 83 on Deloitte's Technology Fast 500. It grew 1,640% during this period</li> </ul>
	<p><b>Syte.ai</b></p> <p>Syte develops an online shopping tool that helps people to search and shop for fashion online</p> <p><b>Founded:</b> 2015</p> <p><a href="http://www.syte.ai">www.syte.ai</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Tel Aviv, Israel</p> <p><b>Funds Raised:</b> \$10.1m</p> <p><b>Latest Financing Round:</b> \$8.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Ofer Fryman</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ Syte.ai encompasses many verticals, providing solutions for retailers, publishers, influencers and consumers, empowering users to search simply by tapping on any given image</li> <li>▪ Syte's deep-learning algorithm automatically extracts layers of images, transforming any image into shoppable data, without any tags, text or manual work</li> <li>▪ <b>Customers include:</b> Atterley, Screenshop, boohoo.com,</li> </ul> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>▪ Once Syte's camera button is live on an ecommerce site, shoppers can upload a photo of anything that inspires them and shop the most visually similar results from within that retailer's inventory</li> <li>▪ Using deep learning and AI technology, Syte breaks the image into each component allowing the user to shop the whole outfit.</li> </ul>

# Select Shoptalk Attendee Profiles: AI / Analytics


Company	Profile	Capabilities
	<p><b>Tinyclues</b></p> <p>An AI-driven campaign marketing solution provider that helps B2C marketers drive revenue and engagement from their customers</p> <p><b>Founded:</b> 2010</p> <p><a href="http://www.tinyclues.com">www.tinyclues.com</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Paris, France</p> <p><b>Funds Raised:</b> \$25.4m</p> <p><b>Latest Financing Round:</b> \$18.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> David Bessis</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Uses a deep AI technology that captures the latent business and customer insights contained in first-party data</li> <li>Tinyclues predicts future buyers for products and services with incredible accuracy, allowing brands to present highly relevant product offers to highly qualified audiences</li> </ul> <p><b>Customers include:</b> Oui.sncf, PrimeMinister, Lacoste, ClubMed, Fnac, Thomas Cook, SHOP, Brand Alley, CruiseLine, King Jouet, Cyrillus Paris</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Tinyclues optimizes and orchestrate more than 600 million messages per month across channels</li> <li>The company raised funds to further accelerate its already impressive growth in North America and Europe; in 2017, the company more than doubled its annual recurring revenue</li> <li>The investment will also support an aggressive AI-first product development timetable, further empowering brands to win new sources of revenue from intelligent marketing campaigns</li> </ul>
	<p><b>Twigggle</b></p> <p>Develops an ecommerce search and discovery technology by using the techniques of data science, machine learning, and natural language processing</p> <p><b>Founded:</b> 2014</p> <p><a href="http://www.twigggle.com">www.twigggle.com</a></p> <p><b>Employees:</b> 90</p> <p><b>HQ:</b> Tel Aviv, Israel</p> <p><b>Funds Raised:</b> \$35.0m</p> <p><b>Latest Financing Round:</b> \$15.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Adi Avidor</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The Semantic API integrates into existing search engines and provides a natural language layer that allows search engineers and data scientists to enhance search logic and present better results to shoppers</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It uses the most advanced technologies in machine learning, artificial intelligence, and natural language processing to power next generation ecommerce experiences</li> <li>Raised funds to scale its Semantic API, which allows companies to use its technology without replacing their existing search engines, add new search-related features, hire more executives, and grow its U.S.-based sales team</li> <li>The natural language processing technology coupled with its proprietary ontology understands and structures both product listings and shopper queries</li> <li>It has 15 patents and has an additional office in New York and San Francisco</li> </ul>

# Select Shoptalk Attendee Profiles: AI / Analytics

Company	Profile	Capabilities
 TRENDALYTICS	<p><b>Trendalytics</b></p> <p>A product intelligence engine that leverages machine learning to decode consumer demand signals. Clients have surfaced actionable opportunities to increase revenue and profitability</p> <p><b>Founded:</b> 2013</p> <p><a href="http://www.trendalytics.co">www.trendalytics.co</a></p> <p><b>Employees:</b> 20+</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$6.5m</p> <p><b>Latest Financing Round:</b> N/A</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Karen Moon</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Helps clients see their business metrics through the lens of consumers, supporting decisions with metrics that anticipate changing consumer preferences and trend inflection points</li></ul> <p><b>Customers include:</b> AllSaints, Stitchfix, Revolve, Ipsy, Xcel Brands, Li &amp; Fung, Lord &amp; Taylor, Kohl's, Jet, Hansoll Textiles</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>Top 10 in Google's Machine Learning Competition</li><li>Its semantics, clustering and ranking algorithms solve a data structuring challenge faced by most retailers who have poorly structured data with limited attributes associated with their product SKUs. This limits their ability to analyze their business performance with consumer data sets, competitor SKUs, and trends over time which is required for predictive modeling</li><li>Its product intelligence engine<ul style="list-style-type: none"><li>1) collects demand and supply signals across social buzz, millions of SKUs and online searches into a proprietary taxonomy of categories and item-level attributes</li><li>2) connects from data disparate sources and extracts product attributes (e.g., style, material, beauty concerns, ingredients) leveraging NLP and computer vision neural network architectures, which has been trained on proprietary, industry-specific datasets</li><li>3) models inflection points to predict consumer adoption curves and identify actionable insights</li></ul></li><li>Is focusing on channel partnerships opportunities to accelerate growth</li></ul>





# Select Shoptalk Attendee Profiles: AI / Analytics

Company	Profile	Capabilities
	<p><b>Verascope</b></p> <p>Provides cloud-based IVR and SMS solutions that engage the caller in a productive dialogue</p> <p><b>Founded:</b> 2000</p> <p><a href="http://www.verascope.com">www.verascope.com</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Schaumburg, IL</p> <p><b>Funds Raised:</b> \$6.6m</p> <p><b>Latest Financing Round:</b> \$1.9m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Scot Thomas</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>A complete suite of omni-channel self-service solutions, self-service payment solutions, intelligent call routing, virtual digital assistant, intelligent call routing, order processing and outbound call solutions for customer service operations</li> </ul> <p><b>Customers include:</b> Wyer Roup, Figis, Orchard Brands, Colony Brands</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It serves clients in financial services, insurance, transportation and fleet services, technology, pharma, healthcare, packaged goods, and government, as well as omni-channel marketers</li> <li>It has the highest caller self-service rates in the industry</li> <li>Its reusable application model makes new implementations very inexpensive and adaptable to any industry</li> <li>Has a history of quantifiable results across all demographics</li> <li>Verascope is PCI Level 1 and HIPAA certified</li> </ul>
<p><b>Voysis</b></p>	<p>Voysis believes voice will soon be the first point of contact between ‘man’ and machine</p> <p><b>Founded:</b> 2012</p> <p><a href="https://voysis.com">https://voysis.com</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Dublin, Ireland</p> <p><b>Funds Raised:</b> \$8.0m</p> <p><b>Latest Financing Round:</b> \$8.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Peter Cahill</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>It offers a complete Voice AI platform for clients ecommerce experience</li> <li>Enable the users to describe the product they are looking for using natural language</li> <li>The Voice AI listens to the users and remembers what they said and where they are in their shopping journey</li> <li>The users can quickly add products to their cart or shopping list, navigate to checkout and check order status, all using their voice</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It is an AI platform that can parse natural language input, and that works effectively in specific domains including ecommerce, entertainment and others</li> <li>The company is focusing on building a platform for a few specific, high-value domains with a deep working knowledge and strong reliability</li> </ul>



# B2C profiles

# Select Shoptalk Attendee Profiles: B2C



Company	Profile	Capabilities
	<p><b>Mayvenn</b></p> <p>Enables hair stylists to sell products directly to their clients without the upfront costs and burdens of having inventory</p> <p><b>Founded:</b> 2012</p> <p><a href="http://mayvenn.com">http://mayvenn.com</a></p> <p><b>Employees:</b> 51-100</p> <p><b>HQ:</b> Oakland, CA</p> <p><b>Funds Raised:</b> \$36.0m</p> <p><b>Latest Financing Round:</b> \$23.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Diishan Imira</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>It sells 100% natural hair extensions backed by a 30-day Quality Guarantee</li> <li>The platform enables stylists to sign up for a personalized website through the company and refer their clients to the site to purchase hair extensions</li> <li>The company's model sets each stylist up with marketing materials and a webstore to sell what is promised to be reliable hair quality at a lower cost and the opportunity to make a commission on every piece of hair purchased</li> <li>They also offer offline-to-online retail solution for the salon industry</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The company has racked up a cumulative \$80m in sales of hair extensions by partnering with hair stylists whose businesses relies on styling with such products and who direct their customers to purchase hair from the company</li> <li>About 70% of revenue, comes through Mayvenn's network of about 40,000 stylists, the rest from direct-to-consumer</li> <li>In November 2018, the company raised funds to market to customers and stylists, and develop new package deals that combine hair sales with styling services from stylists within the network, at lower cost</li> </ul>
	<p><b>Poshmark</b></p> <p>A social marketplace for fashion where anyone can buy, sell and share their style with others</p> <p><b>Founded:</b> 2011</p> <p><a href="http://poshmark.com">http://poshmark.com</a></p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> Redwood City, CA</p> <p><b>Funds Raised:</b> \$153.0m</p> <p><b>Latest Financing Round:</b> \$87.5m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Manish Chandra</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Provides a platform designed for women to buy, share and sell their clothing items that are new or gently used</li> <li>Allows clients to shop across various categories such as women, men, kids, handbags, shoes, makeup, dresses, jewelry and accessories</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Currently, over 3 million people selling on the platform</li> <li>There are 2 billion social connections, 25 million items uploaded via mobile phone and 5,000 brands for sale</li> <li>It is backed by various investment firms and venture capital institutions including Mayfield, Menlo Ventures, GGV Capital, Temasek, Inventus Capital, Uncork Capital, Union Grove Venture Partners, Shea Ventures and AngelList</li> <li>The company is launching voice integration with Amazon's Alexa platform, that will allow users to describe what they want and then receive outfits tailored to their requirements</li> <li>The company is also expanding across men and children's categories</li> </ul>

# Ecommerce SaaS profiles

# Select Shoptalk Attendee Profiles: ecommerce SaaS



Company	Profile	Capabilities
	<p><b>Acquia</b></p> <p>Provider of cloud-based, digital experience management solutions</p> <p><b>Founded:</b> 2007</p> <p><a href="http://www.acquia.com">www.acquia.com</a></p> <p><b>Employees:</b> 501-1,000</p> <p><b>HQ:</b> Boston, MA</p> <p><b>Funds Raised:</b> \$173.5m</p> <p><b>Latest Financing Round:</b> \$55.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Dries Buytaert</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Its software and services were built around Drupal to give enterprise companies the ability to build, operate, and optimize websites, apps, and other digital experiences</li> <li>Products include Acquia Cloud, Acquia Cloud Site Factory, Acquia Lightning, Acquia DAM, Acquia Lift, Acquia Commerce, Acquia Journey and several others for the developer experience</li> <li>Its platform allows organizations to build, manage and activate ambitious digital experiences at scale</li> </ul> <p><b>Customers include:</b> Twitter, Mercedes Benz, Warner Music Group, Stanford University, Princess Curies, Wilson Sporting Goods</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Key partners include Accenture, AKQA, BORN, Wunderman Production, OgilveOne Worldwide, Accenture, DigitasLBi, Sapient</li> </ul>
	<p><b>Acumatica</b></p> <p>Provider of cloud business management software that empowers small and mid-size businesses to unlock their potential</p> <p><b>Founded:</b> 2006</p> <p><a href="http://www.acumatica.com">www.acumatica.com</a></p> <p><b>Employees:</b> 250</p> <p><b>HQ:</b> Kirkland, WA</p> <p><b>Funds Raised:</b> \$55.0m</p> <p><b>Latest Financing Round:</b> \$25.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Jon Roskill</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Acumatica ERP system delivers adaptable cloud and mobile technology with a unique all inclusive user licensing model</li> <li>Provides the full suite of integrated business management applications, including Financials, Distribution, Manufacturing, Project Accounting, Field Service, Commerce Edition, Construction Edition, and CRM</li> </ul> <p><b>Customers include:</b> Bell &amp; company, Dakota Red Corporation, xByte Technologies, Shoebacca, Exera, Soundcast, Devil's Peak Brewing Company</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The company's revenue grew by more than 100 percent in 2017, and counts more than 4,000 businesses as customers</li> <li>It relies heavily on its partner channel for sales reducing the need for an expensive salesforce</li> <li>Serves various industries such as distribution, manufacturing, construction, retail &amp; commerce, software &amp; technology and others</li> </ul>

# Select Shoptalk Attendee Profiles: ecommerce SaaS



Company	Profile	Capabilities
	<p><b>Amplience</b></p> <p>Delivers rich content production, analytics and publishing, enabling more than 200 leading brands to improve content performance</p> <p><b>Founded:</b> 2008</p> <p><a href="http://www.amplience.com">www.amplience.com</a></p> <p><b>Employees:</b> 140</p> <p><b>HQ:</b> London, UK</p> <p><b>Funds Raised:</b> \$78.8m</p> <p><b>Latest Financing Round:</b> \$37m</p> <p><b>Latest Financing Valuation:</b> NA</p> <p><b>CEO:</b> James Brooke</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Enables businesses to maximize engagement and revenue by optimizing visitor interactions with websites through desktop, tablet and mobile devices</li> <li>Offers a full enterprise-grade SaaS solution that allows customers to see how visitors are interacting with their website</li> </ul> <p><b>Customers include:</b> Otto.de, Crate and Barrel, Boohoo, Mulberry, Shop Direct, and TUMI</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Amplience enables more than 200 of the world's leading brands to realise measurable content performance improvement</li> <li>It was named a Strong Performer in The Forrester Wave™: Web Content Management Systems, Q4 2018 report</li> <li>In April 2018, the Company raised \$37m in Series C funding and another £7.5m in debt funding</li> </ul>
	<p><b>Brickwork Software</b></p> <p>A leading SaaS platform that enables retailers and brands to drive qualified online traffic to unique in-store experiences via geo-location features, online appointment-booking and marketing</p> <p><b>Founded:</b> 2013</p> <p><a href="http://www.brickworksoftware.com">www.brickworksoftware.com</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$5.1m</p> <p><b>Latest Financing Round:</b> \$5.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> David Munczinski</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Store data management, store content publisher, services &amp; appointments, events &amp; promotions, reporting &amp; customer analytics</li> <li>Local search marketing creates an elevated, search-optimized digital presence for the clients local stores</li> <li>Online-to-Offline conversion offers a solution for improving the clients digital-to-store conversion rate and driving retail success. Others include store associate empowerment and omnichannel customer intelligence</li> </ul> <p><b>Customers include:</b> Nike, Kate Spade, Urban Outfitters, J.Crew, Bonobos</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The company's SaaS platform delivers a better pre-visit experience, providing their customers more accurate store information, more access to events and promotions, more personal assistance when they arrive in-store, and more confidence that products are available near them</li> <li>Leverage the clients digital strategy to modernize the experience and increase the profitability of their brick-and-mortar business</li> </ul>




# Select Shoptalk Attendee Profiles: ecommerce SaaS

Company	Profile	Capabilities
 <b>CURALATE</b>	<p><b>Curalate</b></p> <p>Solutions for brands and agencies to measure, monitor, and grow brand engagement on socially curated sites</p> <p><b>Founded:</b> 2011</p> <p><a href="http://www.curalate.com">www.curalate.com</a></p> <p><b>Employees:</b> ~100</p> <p><b>HQ:</b> Philadelphia, PA</p> <p><b>Funds Raised:</b> \$39.9m</p> <p><b>Latest Financing Round:</b> \$27.5m</p> <p><b>Latest Financing Valuation:</b> NA</p> <p><b>CEO:</b> Apu Gupta</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The company specializes in solutions for brands and agencies to measure, monitor, and grow engagement on socially curated sites</li> <li>It offers Curalate, a platform that applies a media tagging engine connecting images and videos to the products depicted in them. The company's Curalate provides analytics, monitoring and listening, custom promotion, site engagement, and social optimization solutions</li> </ul> <p><b>Customers include:</b> Gap, Neiman Marcus, Sephora, Better Homes &amp; Gardens and J.Crew</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>Curalate currently serves billions of visual brand engagements to over 100 million consumers monthly</li> </ul>
 <b>elasticpath™</b>	<p><b>Elastic Path</b></p> <p>Provides a Java ecommerce platform and ecommerce consulting to businesses selling digital goods and services</p> <p><b>Founded:</b> 2000</p> <p><a href="http://www.elasticpath.com">www.elasticpath.com</a></p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> Vancouver, BC</p> <p><b>Funds Raised:</b> \$63.0m</p> <p><b>Latest Financing Round:</b> \$43.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Harry Chemko</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Elastic Path Commerce Cloud is a flexible SaaS commerce solution that defies the boundaries of a typical commerce platform. It delivers the flexibility of a headless, API-first, architecture and the scalability, reliability, and performance of the cloud</li> <li>is a unified selling engine for online and offline customer touchpoints such as webstore, mobile and POS</li> </ul> <p><b>Customers include:</b> Intuit, Swisscom, T-Mobile, Virgin Media, Tibco, Liberty Global, Johnstone Supply, Lulu, Trimble, SaS, Benjamin Moore, The Lampo Group</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The company's flagship product, Elastic Path Commerce, has helped the world's biggest brands generate \$60bn in over 170 countries.</li> <li>Its sales offices are based in the UK and US</li> <li>In 2018, the company raised funds to establish a new office in Toronto to attract developers and are aggressively hiring new sales and marketing personnel</li> </ul>



# Select Shoptalk Attendee Profiles: ecommerce SaaS

Company	Profile	Capabilities
	<p><b>Evergage</b></p> <p>A cloud-based platform for digital marketers to increase engagement of their visitors and users through real time one-to-one personalized experiences</p> <p><b>Founded:</b> 2010</p> <p><a href="http://www.evergage.com">www.evergage.com</a></p> <p><b>Employees:</b> ~100</p> <p><b>HQ:</b> Somerville, MA</p> <p><b>Funds Raised:</b> \$29.1m</p> <p><b>Latest Financing Round:</b> \$10.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Karl Wirth</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Its data analytics software provides companies detailed and real time insight into how their customers use their products</li> <li>Key solutions include demand generation, ecommerce optimization, content publishing and customer success</li> </ul> <p><b>Customers include:</b> Academy Sports, Endurance International Group, Intuit, Publishers Clearing House, Rue La La, Zumiez, Walmart Mexico</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Serves clients across various sectors such as ecommerce, financial services, technology, and travel</li> <li>The real-time personalization platform delivers 'The Power of 1', enabling digital marketers to transform the dream of 1:1 customer engagement into reality</li> <li>Has delivered personalized experiences to more than 2 billion web visitors and users of over 150 organizations</li> <li>Key partners include Munvo, Brooks Bell, Demand Spring, Yes Lifecycle Marketing, Harte Hanks, Sophelle, sfcg, OHO Interactive</li> </ul>
	<p><b>Gladly</b></p> <p>Develops a communication interface that allows agents and customers to converse across voice, email, SMS, and social media</p> <p><b>Founded:</b> 2014</p> <p><a href="http://www.gladly.com">www.gladly.com</a></p> <p><b>Employees:</b> 50</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$113.0m</p> <p><b>Latest Financing Round:</b> \$50.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Joseph Ansanelli</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Provides software to help businesses deliver better customer service</li> </ul> <p><b>Customers include:</b> Tadashi Shoji, Axtra Sports, First Aid &amp; Safety Online, Country Club Prep, 1st in Coffee</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>The company simplifies customer service across calls, social media, and emails</li> <li>With Gladly, agents are empowered to be naturally productive, with a modern messaging interface that gives them the ability to communicate across channels</li> <li>It wants to centralize all communications onto one messaging interface</li> <li>Gladly works with consumer brands, and retail, travel, and hospitality companies</li> </ul>



# Select Shoptalk Attendee Profiles: ecommerce SaaS

Company	Profile	Capabilities
	<p><b>Impact Technologies</b></p> <p>Impact Technologies is a marketing technology company helping brands grow by optimizing marketing and media spend</p> <p><b>Founded:</b> 2008</p> <p>www.impact.com</p> <p><b>Employees:</b> 410</p> <p><b>HQ:</b> Santa Barbara, CA</p> <p><b>Funds Raised:</b> \$46.7m</p> <p><b>Latest Financing Round:</b> \$30.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> David A. Yovanno</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Its suite of marketing solutions includes solutions for partner marketing, ad fraud detection, and marketing intelligence</li> </ul> <p><b>Customers include:</b> 1-8000-Flowers, Adidas, Airbnb, Houzz, HSBC, Lenovo, Levi's, Microsoft, Ticketmaster, Twitter, Uber, Gettyimages</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Impact Radius enables digital brands and agencies to maximize their return on ad spend across digital, mobile, and offline channels</li> <li>As part of its growth strategy, Impact Technologies has made several acquisitions - ClearSaleing, Inc. (2015), Forensiq LLC and 5IQ, LLC (2016), and Mediarails Inc (2018)</li> </ul>
	<p><b>Janrain</b></p> <p>Develops and operates a software-as-a-service based customer identity management platform</p> <p><b>Founded:</b> 2002</p> <p>www.janrain.com</p> <p><b>Employees:</b> 51-200</p> <p><b>HQ:</b> Portland, OR</p> <p><b>Funds Raised:</b> \$79.8m</p> <p><b>Latest Financing Round:</b> \$27.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Jim Kaskade</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Identity Cloud solutions helping to meet challenges in customer loyalty, digital transformation, new privacy regulations and the next wave of identities associated with IOT</li> <li>Also integrates with a broad range of legacy software, specialized identity providers, as well as security information and event management systems</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Has offices in US; UK; Ukraine; Mexico; Brazil, China and India</li> <li>On January 2019, Akamai acquired the company in a bid to improve security access controls and identity management</li> <li>Focuses on the development of customer identity and access management (CIAM) solutions</li> <li>Serve various sectors such as consumer goods, healthcare, media &amp; publishing, omnichannel retail, financial services, insurance, and sports &amp; entertainment</li> </ul>



# Select Shoptalk Attendee Profiles: ecommerce SaaS

Company	Profile	Capabilities
	<p><b>Kount</b></p> <p>Provider of an all-in-one fraud and risk management solution for online businesses</p> <p><b>Founded:</b> 2007</p> <p>www.kount.com</p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> Boise, ID</p> <p><b>Funds Raised:</b> \$80.0m</p> <p><b>Latest Financing Round:</b> \$80.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Brad Wiskirchen</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ The patented machine learning technology analyzes transactions to stop fraud and increase revenue for online businesses, merchants, acquiring banks, and payment service providers</li> <li>▪ The product suite includes Kount Complete, Kount Access and Kount Central</li> <li>▪ Kount AI Services is a unique combination of Kount's native data, strategically gathered context information from best-in-class providers, machine learning, and skilled professionals</li> </ul> <p><b>Customers include:</b> Pulse Commerce, Tradera, Liftopia, PayCertify, TickPick, The Vitamin Shoppee, US Polo Assn. , Wasserstorm</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ The company protects over 6,500 business worldwide</li> <li>▪ It protects against payments fraud, new account fraud and account takeover</li> <li>▪ It has a strategic partnership with channel partners, data partners, ecommerce platforms and referral partners</li> </ul>
	<p><b>Mercatus</b></p> <p>Provides solutions to the grocery retail industry that enable and enhance engagement between retailers and customers</p> <p><b>Founded:</b> 2004</p> <p>www.gomercatus.com</p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> Ontario, Canada</p> <p><b>Funds Raised:</b> N/A</p> <p><b>Latest Financing Round:</b> N/A</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Sylvain Perrier</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ Mercatus Integrated Commerce Platform includes a robust suite of products designed exclusively for grocery retailers: Digital Engagement, Digital Commerce, and Personalization</li> <li>▪ It is a powerful, scalable, and flexible platform delivered via SaaS architecture will give the client all the tools they need to differentiate their brand, innovate their digital offering, and grow their business</li> </ul> <p><b>Customers include:</b> Weis, The Save Mart Companies, Piggly Wiggly, Tops Markets, WinCo Foods, Spring Market, Super1Foods</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ Helps leading grocers create seamless, multi-channel brand experiences for their online shoppers</li> <li>▪ Key partners include email service providers, flyer managers, POS, product information providers, authentication, analytics, push notification, payment gateways and others</li> </ul>

# Select Shoptalk Attendee Profiles: ecommerce SaaS


Company	Profile	Capabilities
	<p><b>Mirakl</b> Provides on-demand online marketplace capabilities for online businesses on a managed basis</p> <p><b>Founded:</b> 2012 www.mirakl.com</p> <p><b>Employees:</b> 130 <b>HQ:</b> Paris, France</p> <p><b>Funds Raised:</b> \$23.2m <b>Latest Financing Round:</b> \$20.0m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Philippe Corrot and Adrien Nussenbaum</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The company specializes in the development of SaaS marketplace platforms that integrate with ecommerce website properties</li> <li>Offers solutions including Marketplace B2C, Marketplace B2B, Services marketplace platform, catalog manager, and architecture &amp; technology</li> </ul> <p><b>Customers include:</b> Siemens, Toyota Material Handling, Office Depot, Fnac, Leroy Merlin Brazil, and Albertsons Companies</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>On January 2019, the company announced 80% year-over-year revenue growth and a 100% GMV increase from 2017</li> <li>In 2018, Mirakl added 60 new customers and launched a record 37 marketplaces</li> <li>Has subsidiaries in the United Kingdom, Germany and the United States</li> <li>Serves over 200 customers in 40 countries</li> </ul>
	<p><b>Onestop Internet</b> Provides end-to-end digital commerce solutions for retail brands</p> <p><b>Founded:</b> 2003 www.onestop.com</p> <p><b>Employees:</b> 501-1000 <b>HQ:</b> El Segundo, CA</p> <p><b>Funds Raised:</b> \$22.5m <b>Latest Financing Round:</b> \$9.2m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Michael Wang</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Provides customized end-to-end digital commerce solutions for retail brands both on an entirely outsourced basis and a-la-carte</li> <li>The company's integrated core services include an omnichannel commerce technology platform, performance marketing, business intelligence, merchandising and planning, brand-focused design, retail imaging and video, full-scale warehousing and fulfillment and customer care</li> </ul> <p><b>Customers include:</b> Hudson, C&amp;C California, Parker, Kooba, Paige, Spy, Splendid, Hobo International, and Paul Frank</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>A full-spectrum ecommerce partner backed by blue-chip investors Bessemer Ventures and Fung Capital USA (Li &amp; Fung)</li> </ul>

# Select Shoptalk Attendee Profiles: ecommerce SaaS

Company	Profile	Capabilities
	<p><b>Optimizely</b></p> <p>An experience optimization platform enabling A/B and multivariate testing for users to enhance their websites &amp; mobile apps</p> <p><b>Founded:</b> 2009</p> <p>www.optimizely.com</p> <p><b>Employees:</b> 251-500</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$146.2m</p> <p><b>Latest Financing Round:</b> \$58.0m</p> <p><b>Latest Financing Valuation:</b> \$585.0m</p> <p><b>CEO:</b> Jay Larson</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Offers customer-experience optimization software for companies</li><li>Products include Optimizely X Web Experimentation, Optimizely X Web Personalization, Optimizely X Full Stack, Optimizely X Program Management, Optimizely X Recommendations, Optimizely X Mobile, and Optimizely X OTT</li></ul> <p><b>Customers include:</b> Fox, Clorox, CBS, The Walt Disney Company, ABC, Yelp, The Guardian, Demand Media, SONY, OpenTable, Zendesk, charity: water, Microsoft</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>To date, marketers, developers and product managers have delivered over 700 billion experiences tailored to the needs of their customers</li><li>It serves customers across B2B, media, retail, travel, non-profit, government, real-estate and financial services</li><li>Its ease of use and speed of deployment empower organizations to create and run bold experiments that help them make data-driven decisions and grow faster</li></ul>
	<p><b>Poq</b></p> <p>A developer of a cloud-based application commerce platforms for retailers</p> <p><b>Founded:</b> 2011</p> <p>www.poqcommerce.com</p> <p><b>Employees:</b> ~110</p> <p><b>HQ:</b> London, UK</p> <p><b>Funds Raised:</b> \$21.5m</p> <p><b>Latest Financing Round:</b> \$12.9m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Oyvind Henriksen</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>The Poq platform allows retailers to combine data from online shopping and in-store</li><li>Develop apps that allow retailers to build stronger brands, sell more of their products, deepen customer loyalty and deliver highly relevant content, communications and rewards</li></ul> <p><b>Customers include:</b> House of Fraser, Missguided, MADE.com, Radley London, Hawes &amp; Curties, SimplyBe, pink Boutique</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>In May 2018, the Company raised £9.5m or \$12.9m from a Series B round led by Smedvig Capital and Beringea</li><li>In June 2018, it launched a mobile visual search platform</li></ul>





# Select Shoptalk Attendee Profiles: ecommerce SaaS

Company	Profile	Capabilities
	<p><b>PredictSpring</b></p> <p>A mobile commerce platform that allows brands and retailers to build and launch mobile apps from Web, email, social media, and paid channels</p> <p><b>Founded:</b> 2013</p> <p><a href="http://www.predictspring.com/">www.predictspring.com/</a></p> <p><b>Employees:</b> 30</p> <p><b>HQ:</b> Los Altos, CA</p> <p><b>Funds Raised:</b> \$13.3m</p> <p><b>Latest Financing Round:</b> \$11.4m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Nitin Mangtani</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Its mobile commerce app suite includes a mobile app CMS, modern POS, store associate app, consumer app, and a fitting room app</li> </ul> <p><b>Customers include:</b> Calvin Klein, Cole Haan, Vineyard Vines, Nine West, New York &amp; Company, Skechers, Charlotte Russe, and Claire's</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The company delivers an average of 200 to 300 percent improvement on conversions</li> <li>In September 2018, it launched a complete in-store product for retailers and brands, which includes a mobile point-of-sale system</li> </ul>
	<p><b>Salsify</b></p> <p>Salsify is a provider of a cloud-based product-content management software</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.salsify.com">www.salsify.com</a></p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> Boston, MA</p> <p><b>Funds Raised:</b> \$97.6m</p> <p><b>Latest Financing Round:</b> \$43.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Jason Purcell</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The company develops an ecommerce product management platform that allows businesses to more easily manage their online products</li> <li>Empowers brand manufacturers to accelerate digital growth by delivering the product experiences consumers demand anywhere they choose to shop online</li> <li>The platform combines the power of PIM and DAM capabilities and actionable insights to orchestrate compelling product experiences through every digital touchpoint</li> </ul> <p><b>Customers include:</b> Coca-Cola, Rawlings, Bosch, Red Bull, SMEAD, Fruit of the Loom, WestPoint Home, Unique, Reckitt Benckiser, Boyd Technologies</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>In August 2018, the new investment will further advance Salsify's investments in R&amp;D, helping the company grow both its global footprint and partner ecosystem, and to continue delivering solutions that drive the life cycle of commerce on the digital shelf</li> <li>The company invested approximately 40% of its revenue in R&amp;D in the first half of 2018, and this focus will be further bolstered by the Series D investment</li> </ul>



# Select Shoptalk Attendee Profiles: ecommerce SaaS

Company	Profile	Capabilities
	<p><b>Scalefast</b></p> <p>A global ecommerce platform that simplifies and streamlines ecommerce for lifestyle brands</p> <p><b>Founded:</b> 2014</p> <p><a href="http://www.scalefast.com">www.scalefast.com</a></p> <p><b>Employees:</b> 51-200</p> <p><b>HQ:</b> Manhattan Beach, CA</p> <p><b>Funds Raised:</b> \$10.0m</p> <p><b>Latest Financing Round:</b> \$8.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Nicolas Stehle</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>A digital commerce solution that simplifies and streamlines ecommerce for inspirational brands that want to make their online store the best place to shop</li> <li>Provides the platform, infrastructure and full-service business operations necessary to scale quickly and increase revenue</li> </ul> <p><b>Customers include:</b> Pico, Puori, BigBen, SEGA, Dovetail Games, Square Enix</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It is the fastest-growing ecommerce platform with three-year revenue growth of 816%</li> <li>It serves various sectors including entertainment, consumer electronics, fashion, consumer goods and healthcare</li> <li>Set out to simplify ecommerce for brands that want to make their online store the best place to shop</li> </ul>
	<p><b>Signifyd</b></p> <p>A SaaS-based, enterprise-grade fraud technology solution for ecommerce stores</p> <p><b>Founded:</b> 2011</p> <p><a href="http://www.signifyd.com">www.signifyd.com</a></p> <p><b>Employees:</b> 130</p> <p><b>HQ:</b> San Jose, CA</p> <p><b>Funds Raised:</b> \$185.0m</p> <p><b>Latest Financing Round:</b> \$100.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Rajesh Ramanand</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>It simplifies fraud detection through a financial guarantee, allowing businesses to increase sales while reducing fraud losses</li> <li>The solution solves the challenges that growing ecommerce businesses persistently face: billions of dollars lost in chargebacks, customer dissatisfaction from mistaken declines, and operational costs due to tedious, manual transaction investigations</li> </ul> <p><b>Customers include:</b> Jet.com, Lacoste, Peet's Coffee &amp; Tea, Chili/Pad, Crown &amp; Caliber, Paul &amp; Evans, Jet, Golden, Alligator Performance</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It uses big data, machine learning and human intelligence to protect more than 5,000 ecommerce merchants from fraud</li> <li>Key partners include Absolutnet, Absolute Web Services, Acadaca, Americaneagle.com, Astound Commerce, Authorize.net, Binary Anvil &amp; others</li> <li>It has protected over \$437 billion worth of products</li> </ul>



# Select Shoptalk Attendee Profiles: ecommerce SaaS

Company	Profile	Capabilities
	<p><b>Tophatter</b>            Revolutionizing the ecommerce landscape with a discovery shopping app that's truly one-of-a-kind  <b>Founded:</b> 2012  <a href="http://tophatter.com">http://tophatter.com</a>  <b>Employees:</b> 80  <b>HQ:</b> San Francisco, CA  <b>Funds Raised:</b> \$35.0m  <b>Latest Financing Round:</b> \$21.0m  <b>Latest Financing Valuation:</b> N/A  <b>CEO:</b> Ashvin Kumar</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Operates a virtual auction house that conducts live online auctions every day where buyers and sellers can interact, chat, and transact in various categories</li> <li>The company also offers its services through a mobile application</li> <li>Allows users to compete in fleeting, 90-second auctions and win deals on jewelry, electronics, beauty, and fashion</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The company was formerly known as Blippy and changed its name to Tophatter in January 2013.</li> <li>It has offices in the San Francisco and Shanghai</li> <li>It connects sellers to over 20 million shoppers across the globe</li> <li>Has sold 3 million items per month</li> <li>It is funded by Silicon Valley venture capital firms, including August Capital, Charles River Ventures, Sequoia Capital and SV Angel</li> </ul>
	<p><b>True Fit</b>            True Fit is a footwear and apparel discover platform  <b>Founded:</b> 2010  <a href="http://www.truefit.com">www.truefit.com</a>  <b>Employees:</b> ~200  <b>HQ:</b> Boston, MA  <b>Funds Raised:</b> \$97.4m  <b>Latest Financing Round:</b> \$55.0m  <b>Latest Financing Valuation:</b> N/A  <b>CEO:</b> William R. Adler</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Genome is the largest set of connected fit and style data in the industry</li> <li>Confidence Engine generates size guidance for all its visitors, without them having to do anything</li> <li>Discovery Engine, which allows retailers to curate highly personalized collections to each consumer through personal style rankings that leverage its deep understanding of both users and garments</li> <li>Others include True OMNI and True Insight</li> </ul> <p><b>Customers include:</b> Macy's, Hudson's Bay, House of Fraser, Nordstorm, Next, Aldo, Ralph Lauren, Dillard's, Designer Shoe Warehouse, Kate Spade, GUESS</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Has over 200 retail customers and has 56 million registered users</li> <li>In 2018, the company announced plans to employ over 150 people by the end of the year and accelerate software development, build deeper integrations with other software solutions used by retailers and expand in new global markets, including Asia and South America</li> </ul>


# Select Shoptalk Attendee Profiles: ecommerce SaaS

Company	Profile	Capabilities
	<p><b>TruRating</b></p> <p>Offers businesses with a POS rating system that analyses customer satisfaction</p> <p><b>Founded:</b> 2014</p> <p><a href="http://www.trurating.com">www.trurating.com</a></p> <p><b>Employees:</b> 51-100</p> <p><b>HQ:</b> London, UK</p> <p><b>Funds Raised:</b> £15.6m</p> <p><b>Latest Financing Round:</b> £1.9m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Georgina Nelson</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The company offers a point-of-pale rating system that enables customers to rate products and services of businesses and earn rewards</li> <li>It is consumer insight firm that uses point of sale to collect mass, accurate feedback</li> </ul> <p><b>Customers include:</b> Ping Pong, Franco Manca, Arco</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Has collected 38 million ratings, 2 billion data-points from more than 2,000 merchant outlets in 6 countries</li> <li>In September 2018, the company raised funds to reach break-even point in 2019</li> <li>It will also provide funds to continue our international expansion and progress across our 4 business areas – merchant insights, consumer recommendations, 3rd party analytics and polling</li> </ul>
	<p><b>Uberall</b></p> <p>Provides a location marketing cloud that offers a solution to localize all aspects of online marketing to increase local sales</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.uberall.com">www.uberall.com</a></p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> Berlin, Germany</p> <p><b>Funds Raised:</b> \$54.8m</p> <p><b>Latest Financing Round:</b> \$25.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> David Federhen</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Provides a location marketing cloud that offers a solution to localize all aspects of online marketing to increase local sales</li> <li>Manage business listings from a single platform across 100+ platforms and update location-specific data in real-time</li> <li>Create and update landing pages for each of its store locations, for improved customer visibility via local search</li> <li>Engage: Localize all online communication with customers</li> </ul> <p><b>Customers include:</b> Google, Facebook, Apple, Foursquare, TomTom, Formica, Gammon, Balzers, Aerlikon</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>More than 75 clients across the USA, Europe, Middle East and the Indian subcontinent have utilized the company to build products, applications and best in the class solutions</li> <li>Has offices in the UK, Germany, France, South Africa and Netherlands</li> </ul>

# Select Shoptalk Attendee Profiles: ecommerce SaaS

Company	Profile	Capabilities
	<p><b>Vibes</b></p> <p>Provides mobile marketing solutions to retailers and brands, carriers and telco, sports entertainment, and media and publisher industries</p> <p><b>Founded:</b> 1998</p> <p><a href="http://www.vibes.com/">www.vibes.com/</a></p> <p><b>Employees:</b> 250</p> <p><b>HQ:</b> Chicago, IL</p> <p><b>Funds Raised:</b> \$60.0m</p> <p><b>Latest Financing Round:</b> \$45.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Jack Philbin</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ The Vibes Mobile Engagement Platform enables marketers to deliver compelling and profitable mobile engagement options including SMS, MMS, Push, Wallet, and Messaging Apps</li> <li>▪ Offers mobile personalization solutions using data about customers' interests and behaviors</li> <li>▪ Advanced analytics and insights using real time customer data</li> </ul> <p><b>Customers include:</b> The Home Depot, Verizon, Redbox, Sears, Comcast, Alex and Ani, Blue Cross Blue Shield, Sprint, Polo Ralph Lauren, Allstate, Chipotle,</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ It acquired advertising services provider Red Fish Media in December 2016</li> <li>▪ The Common Short Code Administration recognizes Vibes as one of only four Tier 1 aggregators, connecting directly to all major carriers</li> <li>▪ Vibes Media, LLC was formerly known as Phi-Cam, LLC</li> </ul>
	<p><b>Yottaa</b></p> <p>Yottaa is a provider of cloud-based platforms for a range of computing services</p> <p><b>Founded:</b> 2009</p> <p><a href="http://www.yottaa.com">www.yottaa.com</a></p> <p><b>Employees:</b> 51-100</p> <p><b>HQ:</b> Waltham, MA</p> <p><b>Funds Raised:</b> \$63.4m</p> <p><b>Latest Financing Round:</b> \$11.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Bob Buffone</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ A SaaS platform that manages, secures, controls and optimizes end-user experiences anywhere and on any device</li> <li>▪ Its products include Rapid CTRL and ecommerce acceleration platform</li> <li>▪ Uses a patented optimization engine, analytics, and machine learning to help customers make their sites up to 60% faster and more resilient to the ups and downs of the ecommerce ecosystem</li> </ul> <p><b>Customers include:</b> Hallmark, eBags, Rockport, The Container Store, Mattress Firm, Fathead, Joann, Jockey, Jelly Belly, RoadRunner Sports, Charming Charlie</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ Raised funds to accelerate its worldwide growth through additional leadership and financing</li> <li>▪ Its new class of software is now used on more than 1,000 ecommerce websites</li> <li>▪ In 2017, the company grew bookings by over 80%. In 2018, post the funds raised, the company projects 100% revenue growth over the next 18 months</li> </ul>



# Select Shoptalk Attendee Profiles: ecommerce SaaS

Company	Profile	Capabilities
 ZEEKIT	<p><b>Zeekit</b> Allows users to try new looks using their own photo <b>Founded:</b> 2013 zeekit.co <b>Employees:</b> 11-50 <b>HQ:</b> Tel Aviv, Israel <b>Funds Raised:</b> \$9.0m <b>Latest Financing Round:</b> \$9.0m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Yael Vizel</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>▪ The company develops and operates an online application that allows users to view outfits</li><li>▪ The company's patent-pending technology maps a user's image into thousands of segments to determine each segment's behavior in 3D</li></ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>▪ Zeekit brings image processing, big data, ecommerce and fun together to revolutionize the shopping experience</li><li>▪ Also developed an AI-based recommendation software to offer shoppers the most personalized and relevant outfit suggestions, named Styler.ai</li><li>▪ It analyses clothing items in a similar manner, and remaps the equivalent points of the clothing image onto the user's image, accounting for body dimensions, fit, and fabric of the garment</li></ul>





# Fintech profiles


# Select Shoptalk Attendee Profiles: Fintech

Company	Profile	Capabilities
	<p><b>Affirm</b></p> <p>A financial technology services company, offers installment loans to consumers at the point of sale</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.affirm.com">www.affirm.com</a></p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$720.0m</p> <p><b>Latest Financing Round:</b> \$200.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Max Levchin</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Provides Buy with Affirm, a closed-end installment loan product through a platform</li> <li>It shows customers upfront exactly what they'll pay each month, with no hidden fees and no surprises</li> <li>Affirm app provides customized credit offerings from exclusive partners for existing Affirm users</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Its product allows users to buy goods or services offered by online merchants and pay off those purchase in fixed monthly payments</li> <li>Partners with over 1,200 merchants, including travel retailers. It has partnered with companies across various sectors such as women's &amp; men's clothing, travel, sports &amp; fitness, furniture &amp; décor, electronics, accessories, automotive, and others</li> <li>Partners include Swatch, Nest, Cole Haan, Warby Parker, Tradesy, TheRealReal, Expedia, , CheapOair, Great Wolf Lodge</li> </ul>
	<p><b>CrowdTwist</b></p> <p>A provider of comprehensive multichannel loyalty and analytics solutions</p> <p><b>Founded:</b> 2009</p> <p><a href="http://www.crowdtwist.com">www.crowdtwist.com</a></p> <p><b>Employees:</b> 51-100</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$16.2m</p> <p><b>Latest Financing Round:</b> \$9.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Scott Matthews</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The programs reward and track behavior for more than 100 different kinds of engagement and spend behaviors, including reading a blog post; writing a product review; in-store, mobile or online purchase, scanning a receipt, checking into a event, referring a friend, following your brand on Twitter and others</li> <li>The platform features enterprise-grade technology, seamless integrations, out-of-the-box activities and mobile first technology</li> </ul> <p><b>Customers include:</b> TOMS, Pepsi, AMC, Thermo Fisher Scientific, Nestle, Steve Madden, Carhartt</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The information gathered by CrowdTwist can be used and analyzed by companies to create customer profiles on both an individual and macro level</li> <li>Key partners include Salesforce, Oracle, Ticketmaster, Experian, SavingStar, TPG Rewards</li> </ul>



# Select Shoptalk Attendee Profiles: Fintech

Company	Profile	Capabilities
	<p><b>Forter</b>  Provider of an online fraud prevention platform  <b>Founded:</b> 2013  <a href="http://www.forter.com">www.forter.com</a>  <b>Employees:</b> 51-200  <b>HQ:</b> New York, NY  <b>Funds Raised:</b> \$100.0m  <b>Latest Financing Round:</b> \$50.0m  <b>Latest Financing Valuation:</b> N/A  <b>CEO:</b> Michael Reitblat</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Uses machine learning to detect and prevent fraud in online retail transactions</li> <li>Fully automated decisioning delivers definitive and accurate results that stop fraudsters instantly and allow valued customers to continue shopping uninterrupted</li> <li>Each model is tailor-made according to the clients historical data, appetite for risk, and other unique factors</li> </ul> <p><b>Customers include:</b> Nordstorm, Away Travel, TGI Fridays</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The company can reduce fraud levels for a merchant by 50%</li> <li>It has tripled its customer base from Sep 2017 to Sep 2018. It is on track to grow more than 150% between 2017 and 2018</li> <li>Processes more than \$50B transactions annually for its network of retailers</li> <li>Has offices in the United States, the United Kingdom and Israel</li> <li>Partners include Magento, Shopify, Salesforce Commerce Cloud, Baintree</li> </ul>
	<p><b>MishiPay</b>  An app allowing you to never have to stand in line to pay at a store again  <b>Founded:</b> 2015  <a href="http://www.mishipay.com">www.mishipay.com</a>  <b>Employees:</b> 2-10  <b>HQ:</b> London, UK  <b>Funds Raised:</b> £1.6m  <b>Latest Financing Round:</b> £1.6m  <b>Latest Financing Valuation:</b> N/A  <b>CEO:</b> Mustafa Khanwala</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>A mobile self checkout solution that brings the best of the online checkout experience to physical retail stores</li> <li>Provides a fully theft-proof scan, pay and leave solution that completely eliminates queuing in retail and bridges ecommerce and bricks &amp; mortar into a Omni-channel experience</li> </ul> <p><b>Customers include:</b> Decathlon, Dufry, Laithwaite's wine, Lerroy Merlin, MediaMarkt Saturn</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The product provides retailers with customer buying insights and improve sales &amp; profitability</li> <li>By using RFID and cloud computing, MishiPay combines point of sale with security and inventory management, while maximizing user experience</li> <li>The company's application allows in-store shoppers to pick up a product, scan the barcode with their phone, and pay with their phone</li> </ul>



# Select Shoptalk Attendee Profiles: Fintech

Company	Profile	Capabilities
	<p><b>Riskified</b></p> <p>An all-in-one ecommerce fraud prevention solution and chargeback protection service for high volume and enterprise merchant</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.riskified.com">www.riskified.com</a></p> <p><b>Employees:</b> 51-200</p> <p><b>HQ:</b> Tel Aviv, Israel</p> <p><b>Funds Raised:</b> \$63.7m</p> <p><b>Latest Financing Round:</b> \$33.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Eido Gal</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Provides SaaS fraud and chargeback prevention technology</li><li>Pay-for-performance, guaranteed approval model provides a flexible, economical solution that prevents chargebacks, drives online revenue, and enables a frictionless shopping experience</li><li>Solutions include chargeback protection, fraud detection technology, higher approval rates and instant decisions</li></ul> <p><b>Customers include:</b> Macy's, Burton, Giftcards.com, Farfetch, lastminute.com, Digital River, Burton, Framesdirect.com, Vestaire Collective</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>The company backs transactions approved by its technology with a chargeback 100% money-back guarantee in the event of fraud</li><li>It is the world's leading ecommerce fraud prevention company trusted by large numbers of global brands – from luxury fashion houses and retail chains, to gift card and ticket marketplace</li></ul>

# Select Shoptalk Attendee Profiles: Fintech

Company	Profile	Capabilities
	<p><b>Sezzle</b></p> <p>A provider of comprehensive multichannel loyalty and analytics solutions</p> <p><b>Founded:</b> 2016</p> <p><a href="http://www.sezzle.com">www.sezzle.com</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Minneapolis, MN</p> <p><b>Funds Raised:</b> \$110.9m</p> <p><b>Latest Financing Round:</b> \$100.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Charlie Youakim</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Operates as a payment platform that enables bank-to-bank transfer of money between consumers and businesses</li> <li>The customers can purchase over four instalments, interest-free</li> </ul> <p><b>Customers include:</b> 686.com, Freedystore.com, Inflow Style, Necessary Clothing</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It converts customers that would have abandoned checkout and drives traffic to your store from the clients online store directory and social media channels</li> <li>It settles with merchants upfront, quickly and automatically. The company assumes all repayment risk on every transaction</li> <li>The payment technology enables higher conversion rates and larger basket sizes</li> <li>The company increases sales and order values by enabling customers to buy now and pay later with interest-free instalment plans</li> <li>It's easy and secure to check out with any of the 3500+ stores that offer Sezzle</li> <li>Partners include Magento, Shopify, NACHA, CarSatck, The Boutique Hub</li> </ul>
	<p><b>Yotpo</b></p> <p>A commerce marketing cloud with the most advanced solutions for customer reviews, visual marketing, loyalty, and referrals</p> <p><b>Founded:</b> 2011</p> <p><a href="http://www.yotpo.com">www.yotpo.com</a></p> <p><b>Employees:</b> 300+</p> <p><b>HQ:</b> Tel Aviv, Israel</p> <p><b>Funds Raised:</b> \$101.0m</p> <p><b>Latest Financing Round:</b> \$51.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Tomer Tagrin</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Offers a user-generated content marketing platform to build a stronger brand and better customer experience with regards to content, on-site UX, search, social, as well as analytics and insights</li> <li>It integrates with the leading ecommerce platforms and apps to generate and maximize the power of user-generated content</li> </ul> <p><b>Customer include:</b> GoPro, Staples, AdoreMe, Ensurance, Everlast, Leesa, Burton, Puravida Bracelets</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Key platforms include Shopify, Magento, BigCommerce and WooCommerce</li> <li>With Yotpo, brands can effectively leverage social proof to increase trust and sales, cultivate loyal customer advocates, and make better business decisions based on customer feedback</li> <li>Has offices in New York, Boston and London, UK</li> </ul>



# Select Shoptalk Attendee Profiles: Fintech

Company	Profile	Capabilities
	<p><b>Thanx</b></p> <p>An online platform that enables users to earn rewards at their favorite merchants</p> <p><b>Founded:</b> 2011</p> <p><a href="http://www.thanx.com">www.thanx.com</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$23.1m</p> <p><b>Latest Financing Round:</b> \$17.1m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Zachary Goldstein</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Provides a system of record for customer data, providing offline businesses with an end-to-end view of their customers and a platform that allows for real-time mobile engagement that is proven to drive results</li> </ul> <p><b>Customers include:</b> MIXT, Pacific Catch, Tomatina, Elephants Deli, Mike's Carwash, Pickleman's, Shenaniganz</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Since raising its Series B round of funding at the end of 2016, the company has grown more than 250%, adding new employees across every function, and increased the customer base by more than 70%</li> <li>It works with business in over 20 industries such as restaurant &amp; food, car washes, entertainment, retail, convenience stores, and others</li> <li>It captures insights, retains loyal fans, sends highly-targeted campaigns, and measures results in real revenue</li> <li>Has offices in San Francisco and Denver</li> </ul>
	<p><b>Vyze</b></p> <p>Provider of a financial technology platform with various financing options that connects retailers with multiple lenders</p> <p><b>Founded:</b> 2008</p> <p><a href="http://www.vyze.com">www.vyze.com</a></p> <p><b>Employees:</b> 51-200</p> <p><b>HQ:</b> Austin, TX</p> <p><b>Funds Raised:</b> \$47.2m</p> <p><b>Latest Financing Round:</b> \$13.1m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Keith Nealon</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Offers solutions that enable retailers to offer more payment options for their customers</li> <li>NCL's simple solutions deliver increased sales and a better consumer financing experience while giving retailers and manufacturers greater control over their lending options</li> </ul> <p><b>Customers include:</b> Adorama, NordicTrack, Build.com</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>By combining technology, a comprehensive lending supply, and support under one platform, Vyze delivers retailers more satisfying financing experiences for their customers, wherever and whenever they shop</li> <li>Vyze's solutions can lead to 40-95% incremental sales and 60% higher order value</li> <li>It connects retailers with a network of lenders needed to provide today's customers with nex-gen financing solutions</li> </ul>




# Logistics profiles


# Select Shoptalk Attendee Profiles: Logistics

Company	Profile	Capabilities
	<p><b>Ally Commerce</b></p> <p>ecommerce outsourcing solution for branded manufacturers selling direct-to-consumer</p> <p><b>Founded:</b> 2007</p> <p><a href="http://www.allycommerce.com">www.allycommerce.com</a></p> <p><b>Employees:</b> 50-200</p> <p><b>HQ:</b> Atlanta, GA</p> <p><b>Funds Raised:</b> \$9.7m</p> <p><b>Latest Financing Round:</b> \$1.1m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Jeff Cashman</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>It offers store creation, sales and marketing, inventory management, fulfilment, returns management, and refurbishment services</li><li>The key solutions are the proprietary platform, stores &amp; channels, integrated software, operational services, and customization &amp; flexibility</li></ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>The company was formerly known as Unique Squared, Inc. and changed its name to PEARL Unlimited Holdings, Inc. in June 2012</li><li>Its lead investor is UPS Strategic Enterprise Fund</li><li>The company has expert-level services, revolutionary technology, and the top tech partners in the space</li></ul>
	<p><b>Bringg</b></p> <p>A delivery logistics technology platform for enterprises, serving customers in more than 50 countries</p> <p><b>Founded:</b> 2013</p> <p><a href="http://www.bringg.com">www.bringg.com</a></p> <p><b>Employees:</b> 50-200</p> <p><b>HQ:</b> Chicago, IL</p> <p><b>Funds Raised:</b> \$52.0m</p> <p><b>Latest Financing Round:</b> \$25m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Guy Bloch</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>The comprehensive logistics management solution was designed from the ground up to help enterprises streamline their entire delivery ecosystem – from their headquarters all the way to the customer – creating a frictionless last mile delivery experience on the frontend while improving efficiencies and visibility on the backend</li><li>The open modular platform can be configured to fully address specific customer requirements in terms of branding, operations and management</li></ul> <p><b>Customers include:</b> Coca-cola, Just Eat, Panera Bread, Hilti, Bringpro, One Delivery, Walmart and McDonalds</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"><li>In January 2019, the Company raised new investment to level the playing field in the age of Amazon by enabling large retailers, grocery chains, consumer goods companies, restaurant chains and logistics firms to provide their customers with what they expect from their deliveries, based on the optimized business models required to win in today's challenging market</li></ul>

# Select Shoptalk Attendee Profiles: Logistics

Company	Profile	Capabilities
 <b>Bringoz</b> <i>Right here Right now</i>	<p><b>Bringoz</b></p> <p>A technology-based logistics platform providing solutions for a variety of verticals – last mile, retailer delivery</p> <p><b>Founded:</b> 2015</p> <p><a href="http://www.bringoz.com">www.bringoz.com</a></p> <p><b>Employees:</b> 10-50</p> <p><b>HQ:</b> Tel Aviv, Israel</p> <p><b>Funds Raised:</b> \$1m</p> <p><b>Latest Financing Round:</b> \$1m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Doron Bakchy</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Its platform connects shippers and couriers and serves as an automated mega dispatcher that algorithmically optimizes delivery routing and pricing in real time</li> <li>The platform utilizes technology to streamline the logistics processes and provides elastic logistics capabilities for the drivers and fleets, needed to move goods from one point to another</li> <li>It provides perfect order deliveries, making sure that deliveries are made at the right place, at the right time and in the right condition</li> </ul> <p><b>Customers include:</b> Max Brenner, Zer4u, FedEx</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>The Company's platform serves a wide variety of verticals like Retail, Food &amp; Beverage, CPG, Automotive and Logistics</li> <li>The Bringoz platform is a solution for all stakeholders involved in the logistics transportation process</li> </ul>
 <b>curbside</b>	<p><b>Curbside</b></p> <p>Develops a mobile app to find, buy, and pick up products from stores</p> <p><b>Founded:</b> 2013</p> <p><a href="http://www.curbside.com">www.curbside.com</a></p> <p><b>Employees:</b> 50-200</p> <p><b>HQ:</b> Palo Alto, CA</p> <p><b>Funds Raised:</b> \$34.5m</p> <p><b>Latest Financing Round:</b> \$25.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Jaron Waldman</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The Company's app connects shoppers with large retailers arranging for picking up the shopped goods without getting out of their cars</li> <li>The technology powers ecommerce for bricks and mortar stores, providing customers with an immediate, convenient way to shop</li> <li>It is a trusted technology partner to Fortune 100 retailers and quick-service restaurant chains</li> </ul> <p><b>Customers include:</b> CVS Pharmacy, Sephora, Choptole, Nordstorm, Pizza Hut, Westfield, Yelp</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>In June 2018, the company was acquired by Rakuten. Curbside will be able to have its partners utilize Rakuten's ecosystem, which encompasses more than 1 billion customers and merchants</li> <li>Curbside has powered several million curbside pickups to date, and has over 8,000 U.S. locations, as well as some traction in non-U.S. markets, including Canada and India</li> </ul>



# Select Shoptalk Attendee Profiles: Logistics

Company	Profile	Capabilities
	<p><b>Deliv</b></p> <p>Provides crowd sourced same-day delivery services for customers' online orders right from a retailer's website directly to the customer's door</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.deliv.co">www.deliv.co</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Menlo Park, CA</p> <p><b>Funds Raised:</b> \$80.4m</p> <p><b>Latest Financing Round:</b> \$40.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Daphne Carmeli</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>▪ The company allows retailers to offer their customers a same-day delivery option as they shop from their website, mobile app, or from their physical brick and mortar store</li><li>▪ Provides a new last mile delivery solution to power same day delivery for retailers and businesses</li></ul> <p><b>Customers include:</b> GGP, Macerich, Manhattan Associates, PREIT, Pierbridge, Simon, Maven Gig, Westfield, Zapiet, Darkstore</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"><li>▪ It uses the technology advancements of omni-channel platforms and GPS-enabled smartphones to mobilize its crowd of drivers</li><li>▪ Partnered with Best Buy, Macy's, Home Depot and Walgreens</li><li>▪ With Deliv, anyone who owns their own car can become a delivery driver in their location, with the platform available in many cities around the U.S.</li></ul>
	<p><b>DiCentral</b></p> <p>A leader in EDI and supply chain solutions using proprietary technology instead of outsourcing key functions</p> <p><b>Founded:</b> 2000</p> <p><a href="http://www.dicentral.com">www.dicentral.com</a></p> <p><b>Employees:</b> 500-1000</p> <p><b>HQ:</b> Houston, TX</p> <p><b>Funds Raised:</b> \$15.0m</p> <p><b>Latest Financing Round:</b> \$15.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Thuy Mai</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>▪ <b>Supplier and buyer solutions:</b> Includes outsourced &amp; integrated EDI, managed &amp; enabled dropshipping, web EDI, 3PL &amp; carrier solutions, supply chain solutions, integrated with financial institutions, managed business rules &amp; exceptions and locally installed EDI solutions</li></ul> <p><b>Customers include:</b> SBA Communications, Vibram, Frozen Gourmet, Marklyn Group, Yellow Box, Winplus, TJM Innovations, Occusof</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>▪ It offers solutions for 3PL &amp; distribution, automotive, health care, manufacturing, &amp; CPG and retail industries</li><li>▪ Has 10 offices worldwide supporting customers across multiple sectors in over 27 countries</li><li>▪ From small businesses to multi-national enterprises, DiCentral delivers the tools and expertise that enable a competitive edge that scales</li><li>▪ The services and solutions are singularly focused on B2B integration and used by many of the Fortune 1000</li></ul>



# Select Shoptalk Attendee Profiles: Logistics

Company	Profile	Capabilities
	<p><b>Dropoff</b></p> <p>Provides courier and same-day delivery services for business customers</p> <p><b>Founded:</b> 2014</p> <p><a href="http://www.dropoff.com">www.dropoff.com</a></p> <p><b>Employees:</b> 50-200</p> <p><b>HQ:</b> Austin, TX</p> <p><b>Funds Raised:</b> \$17.2m</p> <p><b>Latest Financing Round:</b> \$8.5m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Sean Spector</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Dropoff Tracker increases enterprise businesses' visibility into all of their deliveries, with details of all orders and assigned drivers available in one centralized and dynamic map</li><li>Real-time tracking and confirmations, transparent pricing, flexible delivery options, and feature-rich APIs bring modern courier services to market that equip businesses with the resources they need to satisfy customers and achieve their goals</li></ul> <p><b>Customers include:</b> Andrews Kurth, Airbnb, Cushman &amp; Wakefield, Zazzle, Whole Foods Market</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"><li>Its investors include Greycroft, Correlation Ventures, and Fulcrum Equity Partners among others</li><li>In May 2017, the Company was among the 17 winners of the 2017 Austin A-list of the Hottest Startups</li><li>It serves various industries such as retail, healthcare, food &amp; grocery, business services and commercial &amp; industrial</li></ul>
	<p><b>Flexport</b></p> <p>Provides online customs brokerage and freight forwarding services, through an online dashboard</p> <p><b>Founded:</b> 2013</p> <p><a href="http://www.flexport.com">www.flexport.com</a></p> <p><b>Employees:</b> 600</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$1.3bn</p> <p><b>Latest Financing Round:</b> \$1.0bn</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Ryan Petersen</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>It moves freight globally by air, ocean, rail, and truck for the world's leading brands. The company combines powerful software and dedicated experts to give clients accountability, peace of mind, and control over the supply chain</li><li>Helps more than 10,000 clients and suppliers manage all aspects of supply chain operations</li></ul> <p><b>Customers include:</b> Bellabeat, Bluesmart, Le Tote, Massdrop, Me Undies, Ministry of Supply, Osmo, Qardio, Tortuga</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"><li>Flexport is a full-service air and ocean freight forwarder, providing a robust platform and end-to-end service for modern logistics teams</li><li>Allows real-time tracking, structured data and shipment-specific communications</li><li>It has nine offices across three continents (North America, Europe, and Asia)</li></ul>

# Select Shoptalk Attendee Profiles: Logistics

Company	Profile	Capabilities
	<p><b>Flow Commerce</b></p> <p>Develops a technology platform for enabling cross-border ecommerce</p> <p><b>Founded:</b> 2015</p> <p><a href="http://www.flow.io">www.flow.io</a></p> <p><b>Employees:</b> 10-50</p> <p><b>HQ:</b> Hoboken, NJ</p> <p><b>Funds Raised:</b> \$18.5m</p> <p><b>Latest Financing Round:</b> \$16.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Rob Keve</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Flow provides a turn-key platform for ecommerce companies to go global, capturing international demand for their products</li> <li>It automates and simplifies every aspect of the international ecommerce process for its customers, removing the challenges facing cross border commerce by offering benefits such as multi-currency pricing, cost efficient and rapid shipping, international payment options, well-defined taxes and duties, and simple returns</li> </ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The Company raised Series A funding in March-April 2017, which was to used to expand globally, build additional features, and add more carriers and payment methods for the sellers</li> <li>Brands and retailers use Flow's cloud-based software solution to better manage cross-border logistics, to reach a broader international customer base and to enhance the customer experience</li> </ul>
	<p><b>Happy Returns</b></p> <p>Happy Returns enables in-person returns for online shoppers.</p> <p><b>Founded:</b> 2015</p> <p><a href="http://www.happyreturns.com">www.happyreturns.com</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Santa Monica, CA</p> <p><b>Funds Raised:</b> \$14.0m</p> <p><b>Latest Financing Round:</b> \$8.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> David Sobie</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Provides in-person returns through a network of physical Return Bar locations staffed by friendly and highly trained Returnista return specialists, located in premier shopping centers, stores and boutiques</li> </ul> <p><b>Customers include:</b> Chubbies, Carbon38, City Chic, Crap, Eloquii, Everlane, Jaanuu, Koio, Mizzen + Main, Tecovas, Thursday Boot Co., Tradesy, Trew, Untuckit, Yosi Samra</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Retailers using Happy Returns save money through decreased shipping and support costs and enjoy increased conversions and customer satisfaction.</li> <li>Shopping centers and other hosts benefit from highly-qualified foot traffic driven to their locations</li> <li>Investors include Upfront Ventures, Lowercase Capital, and Maveron.</li> <li>It is building a network of physical return locations called Return Bars to enable in-person returns from online shoppers</li> </ul>


# Select Shoptalk Attendee Profiles: Logistics

Company	Profile	Capabilities
	<p><b>Popout (dba Shippo)</b> Provides an API and dashboard shipping solution <b>Founded:</b> 2013 <a href="http://www.goshippo.com">www.goshippo.com</a> <b>Employees:</b> 50-200 <b>HQ:</b> San Francisco, CA <b>Funds Raised:</b> \$29.3m <b>Latest Financing Round:</b> \$20.0m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Laura Behrens Wu</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The company's platform connects with multiple carriers, gets discounted shipping labels, tracks parcels and manages orders</li> <li>It serves businesses of various sizes across North America, Europe, and Australia</li> </ul> <p><b>Customers include:</b> eBay, Ipsy, Martha Stewart, Freestyle Solutions, Stripe, Tuft &amp; Needle, Scheels, Bonlook, Bean Box, Vango Art, VNYL, Weebly, Mercari, Shipbob, Snap Fulfil</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Over 35,000 customers use Shippo to get rates, track, and print labels for millions of packages per month</li> <li>The customers can boost their bottom line with great discounted shipping rates for USPS, DHL, and more, or use their own negotiated rates</li> <li>Assist in meeting today's customer requirements with up-to-date, transparent tracking information, a hassle-free returns policy, and a seamless post-purchase experience</li> </ul>
	<p><b>UNBXD</b> Applies artificial intelligence and advanced data science to connect ecommerce shoppers to the products they are most likely to buy <b>Founded:</b> 2011 <a href="http://www.unboxd.com">www.unboxd.com</a> <b>Employees:</b> 50-200 <b>HQ:</b> Mountain View, CA <b>Funds Raised:</b> \$14.5m <b>Latest Financing Round:</b> \$12.5m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Pavan Sondur</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The smartest product discovery solution includes commerce search, product recommendations, browse, and product information management (PIM)</li> <li>The PIM offers a centralized, single source of truth for all product data in a simple and intuitive user experience</li> <li>With Unboxd's Machine Learning Site Search, shoppers receive optimized search results based on merchandiser insight coupled with advanced machine learning algorithms</li> </ul> <p><b>Customers include:</b> Ashley HomeStore, Express, FreshDirect, Rue21, ibSupply.</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>Unboxd is trusted by over 1,200 ecommerce websites in 40 countries to power over 4 Billion interactions a month</li> <li>The platform combines AI-based automation, powerful merchandising controls and extensive user experience capabilities, to enhance on-site shopper experience and increase revenue for online retailers</li> </ul>





# Marketing profiles



# Select Shoptalk Attendee Profiles: Marketing

Company	Profile	Capabilities
 <b>bouncex</b>	<p><b>BounceX</b></p> <p>Provides cloud-based software solutions for automated customer acquisition and behavioral marketing for ecommerce, enterprise publishers, travel, business-to-business, Fortune 500, and financial services industries</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.bouncex.com">www.bouncex.com</a></p> <p><b>Employees:</b> 386</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$75.9m</p> <p><b>Latest Financing Round:</b> \$37m</p> <p><b>Latest Financing Valuation:</b> NA</p> <p><b>CEO:</b> Ryan Urban</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>▪ BounceX Identity helps online business recognize and understand their visitors through improved device identification</li><li>▪ Behavioral CMS for real-time user behaviors; Behavioral Email for inbox retargeting; Behavioral Audiences for people-based marketing automation; and Behavioral Ads for programmatic advertisements</li></ul> <p><b>Customers include:</b> Forever21, Avis, Lufthansa, CNN, Uniqlo, Comcast and many more</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>▪ It has received several accolades such as Startups to Watch in 2018, Top 50 SaaS CEOs of 2018, Crain's Best Places to Work in NYC.</li><li>▪ In May 2018, it raised \$37m in Series B funding led by investors like Jason Finger and Primary Venture Partners.</li></ul>



# Select Shoptalk Attendee Profiles: Marketing

Company	Profile	Capabilities
	<p><b>Buyapowa</b></p> <p>Globally leading referral marketing platform</p> <p><b>Founded:</b> 2011</p> <p><a href="http://www.buyapowa.com">www.buyapowa.com</a></p> <p><b>Employees:</b> 50</p> <p><b>HQ:</b> London, UK</p> <p><b>Funds Raised:</b> \$7.6m</p> <p><b>Latest Financing Round:</b> \$3.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Gideon Lask</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Operates an online platform that allows users to design, launch, manage, and analyze social sales campaigns from a single integrated dashboard</li></ul> <p><b>Customers include:</b> Expedia, Gap, L'Occitane, Vodafone, Desigual and Zalando</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>In June 2018, it acquired RewardStream, a provider of referral marketing solutions for telecom, financial services and ecommerce. The combined entity is the first global enterprise referral marketing platform with programs in over 27 countries</li><li>Buyapowa's clients motivate and reward their customers for bringing them new customers by combining (i) tiered rewards (ii) gamification and (iii) communal targets</li><li>Buyapowa's clients typically seed promotions via social and targeted CRM</li></ul>
	<p><b>ComQi</b></p> <p>Provides a cloud-based shopper engagement platform that influences consumers at the point of decision in-venue using various digital touch-points, such as digital signage, mobile, video, touch, Web, and social networks</p> <p><b>Founded:</b> 2011</p> <p><a href="http://www.comqi.com">www.comqi.com</a></p> <p><b>Employees:</b> 40</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$28.0m</p> <p><b>Latest Financing Round:</b> \$18m</p> <p><b>Latest Financing Valuation:</b> NA</p> <p><b>CEO:</b> Ifti Ifhar</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>It offers EnGage CMS, a content planning, distribution, and management platform for digital signage networks, EnGage OnSite Manager, a solution to create customized local messages, API that allows machine-to-machine data feed integration and scheduled content fetchers, and data collecting and converting services for businesses</li></ul> <p><b>Customers include:</b> Gap, Victoria's Secret, Bath and Body Works, H&amp;M/Weekday, Six Flags, and McDonald's</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>In March 2018, ComQi was acquired by AU Optronics Corp. for \$28m</li><li>Its products are used in the areas of interactive kiosks, video walls, menu boards, event triggers, whole store take-over, video on demand, and music in retail, automotive, healthcare, food service, corporate communication, and sports and entertainment industries</li><li>The company offers its products through global partners and authorized resellers in North America, Europe, and the Asia Pacific</li></ul>



# Select Shoptalk Attendee Profiles: Marketing

Company	Profile	Capabilities
	<p><b>Ecrebo</b></p> <p>Develops a point of sale marketing platform that enables retailers to deliver targeted offers and communications to their customers</p> <p><b>Founded:</b> 2010</p> <p><a href="http://www.ecrebo.com">www.ecrebo.com</a></p> <p><b>Employees:</b> 70</p> <p><b>HQ:</b> Reading, UK</p> <p><b>Funds Raised:</b> \$23.1m</p> <p><b>Latest Financing Round:</b> \$15.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> David Buckingham</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Real-time data capturing of all online and in-store customer purchases</li> <li>Customer data analytics available from multiple locations and devices</li> <li>Targeted promotional campaigns based on previous customer shopping data</li> </ul> <p><b>Customers include:</b> Dixon's Payphone, Topshop Topman, Uniqlo, Waitrose, Pandora, Miss Selfridge, and M&amp;S</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>In January 2018, it launched its OnPoint Personalisation Engine Platform and Product Suite</li> <li>Its solution caters to different types of retailers like grocery, clothing, jewellery, health &amp; beauty, homeware &amp; DIY, electrical, department, and specialists</li> <li>In May 2018, it was awarded its first US-patent by the USPTO for a "software-only" approach to quickly and cost-effectively enhancing retailers' existing POS systems</li> <li>In January 2019, it launched its new Total Receipt Marketing (TRM™) solution at the 2019 NRF trade show in New York City</li> </ul>
	<p><b>ExtolE</b></p> <p>SaaS-based platform that enables marketers to launch, measure, and optimize refer-a-friend marketing programs in mobile, Web, and other environments</p> <p><b>Founded:</b> 2009</p> <p><a href="http://www.extole.com">www.extole.com</a></p> <p><b>Employees:</b> 60</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$43.1m</p> <p><b>Latest Financing Round:</b> \$1.3m</p> <p><b>Latest Financing Valuation:</b> NA</p> <p><b>CEO:</b> Matthew Roche</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Company provides marketing solutions like referral marketing, loyalty programs, and lead generations</li> </ul> <p><b>Customers include:</b> Starbucks, Quickbooks, Amerisleep, Ulta Beauty, Hanna Andersen, Advance Auto Parts, Timberland, Vistaprint</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>ExtolE has powered successful referral programs driving significant new customer acquisition for 300+ brands</li> <li>ExtolE provides an end-to-end program from promotion to conversion</li> <li>It is backed by investors including Norwest, Red Point, Scale, Shasta, and Trident</li> </ul>



# Select Shoptalk Attendee Profiles: Marketing

Company	Profile	Capabilities
	<p><b>iAdvize</b></p> <p>A conversational marketing platform that connects customers in need of advice with experts who are available 24/7 via messaging</p> <p><b>Founded:</b> 2010</p> <p><a href="http://www.iadvize.com">www.iadvize.com</a></p> <p><b>Employees:</b> 265</p> <p><b>HQ:</b> Nantes, France</p> <p><b>Funds Raised:</b> \$55.0m</p> <p><b>Latest Financing Round:</b> \$37.6m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Julien Hervouet</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Operates a customer engagement platform that enables businesses to manage real-time contacts, increase conversion rates, and improve customer satisfaction and loyalty</li><li>The company offers Click to Chat, Click to Call, Click to Video, and Click to Community solutions that enable businesses to advise their visitors to receive support from their smartphones, desktops, and tablets</li></ul> <p><b>Customers include:</b> Air France, Virgin Airlines, Euopcar, L'oreal, House of Fraser, Lacoste, Decathlon, Intersport</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>In May 2018, iAdvize won the top prize at the New England, French-American Business Awards (large company category) for its successful development of the US market</li></ul>
	<p><b>IgnitionOne</b></p> <p>A digital marketing company that offers a variety of cloud-based marketing solutions</p> <p><b>Founded:</b> 2004</p> <p><a href="http://www.ignitionone.com">www.ignitionone.com</a></p> <p><b>Employees:</b> 350</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$80.2m</p> <p><b>Latest Financing Round:</b> \$12.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Will Margiloff</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Designs and develops cloud-based digital marketing solutions for online marketers worldwide</li><li>Offers a Marketing Hub Data Management Platform and Digital Marketing Dashboard that provides marketers access to view activities and insights across audiences and campaigns</li><li><b>Customers include:</b> General Motors, Toyota, Extended Stay America, Lindner, Hunter Douglas, Chico's, Ann Taylor, CenturyLink, La Quinta, Acer</li></ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>IgnitionOne has over 500 customers globally</li><li>In 2018, IgnitionOne generated over 2.3m automotive leads, 6m hotel room bookings, and 30m retail transactions</li></ul>

# Select Shoptalk Attendee Profiles: Marketing

Company	Profile	Capabilities
	<p><b>Iterable</b></p> <p>The Company operates a consumer growth marketing and user engagement platform</p> <p><b>Founded:</b> 2013</p> <p><a href="http://www.iterable.com">www.iterable.com</a></p> <p><b>Employees:</b> ~200</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$32.4m</p> <p><b>Latest Financing Round:</b> \$23.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Justin Zhu</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ The company's platform enables marketers to message users across email, mobile, social, and Web; giving them real-time segmentation, automation, customization, A/B testing, and other capabilities</li> <li>▪ The platform allows marketers to trigger campaigns, send user event data, export campaign metrics, and trigger workflows</li> <li>▪ Offers ecommerce marketing solutions for shopping cart abandonment, transactional messages, political growth marketing, and growth marketing for media companies. The company is focused on mid-market and enterprise B2C</li> </ul> <p><b>Customers include:</b> Spotify, AT&amp;T, Fabfitfun, Box, Autolist, Zillow, Singlecare, Imge, ChowNow, Curology, Doordash, SearGeek, Shoprunner, Yelp</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ It raised \$23.0 million in Series B funding in December 2016 which was funnelled primarily into its technology product, expanding the company's engineering team, and expanding into additional marketing channels</li> </ul>
	<p><b>Nanigans</b></p> <p>Develops SaaS based digital and mobile advertising automation software solutions</p> <p><b>Founded:</b> 2010</p> <p><a href="http://www.nanigans.com">www.nanigans.com</a></p> <p><b>Employees:</b> ~120</p> <p><b>HQ:</b> Boston, MA</p> <p><b>Funds Raised:</b> \$33.9m</p> <p><b>Latest Financing Round:</b> \$24m</p> <p><b>Latest Financing Valuation:</b> NA</p> <p><b>CEO:</b> Ric Calvillo</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ Automation software for customer acquisition and remarketing campaigns with cross-channel programmatic media buying, predictive revenue optimization, and real-time business intelligence tools</li> <li>▪ Tools that enable users to gain in-house control and remove data silos</li> <li>▪ SaaS advertising platform for measuring and optimizing cross-channel digital ad spend based on incremental revenue for marketers</li> </ul> <p><b>Customers include:</b> Wayfair, Rue La La, IGG, Kayla, Itsines, Moo, Hopscotch, Dashlane</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ Sophisticated commerce advertisers currently optimize more than \$700M in annual ad spend through the Nanigans platform</li> <li>▪ In 2017, it achieved revenue growth of 49%</li> </ul>

# Select Shoptalk Attendee Profiles: Marketing



Company	Profile	Capabilities
 <b>optimove</b>	<p><b>Optimove</b> A leading Customer Marketing Cloud, empowering brands to maximize customer engagement, loyalty, and lifetime value</p> <p><b>Founded:</b> 2009 <a href="http://www.optimove.com">www.optimove.com</a></p> <p><b>Employees:</b> ~200 <b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$20.0m <b>Latest Financing Round:</b> \$20.0m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Pini Yakuel</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Provides an advanced Customer Data Platform (CDP) based on unique Predictive Customer Modeling, Cross-Channel Campaign Automation, Dynamic Customer Journey and Self-Optimizing Personalization technologies</li> </ul> <p><b>Customers include:</b> 1-800-Flowers, Stitch Fix, Deezer, Bwin.party, Family Dollar, Chubb, B&amp;H, lastmnote.com, Talk Space, and Adorama</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Optimove's Science-First Relationship Marketing Hub leverages AI to foster emotionally intelligent relationships that maximize the value of every customer</li> <li>Optimove was featured in the Gartner 2018 Magic Quadrant of Multi-channel Marketing Hubs</li> <li>In May 2018, it acquired the DynamicMail Business of PowerInbox, Inc. for an undisclosed amount</li> </ul>
 <b>ownerIQ</b>	<p><b>ownerIQ</b> Provides online advertising solutions and marketing channels for brands, retailers, and manufacturers</p> <p><b>Founded:</b> 2006 <a href="http://www.owneriq.com">www.owneriq.com</a></p> <p><b>Employees:</b> 277 <b>HQ:</b> Boston, MA</p> <p><b>Funds Raised:</b> \$49.9m <b>Latest Financing Round:</b> \$4.6m <b>Latest Financing Valuation:</b> NA <b>CEO:</b> Jay Habegger</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>It offers various digital marketing solutions including Data, Digital Advertising, Transparent Data Marketplace, Shopper Marketing, Behavioral Targeting, Second-Party Data, Data Marketplace, MarTech, AdTech, Data Analytics, and a CoEx Platform</li> </ul> <p><b>Customers include:</b> Staples, Avis, Brooks, Walgreens, Canon, LG, Fleet Feet, Crate &amp; Barrel, Cabela's, Saks Fifth Avenue, Office Depot, Basics.</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>In May 2018, ownerIQ raised \$4.6m in a preferred equity funding round to take its total funding closed to \$50m</li> <li>Over 1,500 partners are active in ownerIQ's second-party platform and 700 of these partners share their data with other brands</li> <li>In 2017 ownerIQ was named to the Inc. 5000, received Digiday's Signal Award for Best Data Management Platform and was recognized by The Boston Business Journal as one of the 50 Fastest Growing Private Companies</li> </ul>





# Select Shoptalk Attendee Profiles: Marketing

Company	Profile	Capabilities
	<b>Snaps</b> A conversational marketing platform that powers the chatbots, voice skills and social messaging experiences for the Fortune 500 <b>Founded:</b> 2014 <a href="http://www.makesnaps.com">www.makesnaps.com</a> <b>Employees:</b> 11-50 <b>HQ:</b> New York, NY <b>Funds Raised:</b> \$14.8m <b>Latest Financing Round:</b> \$6.0m <b>Latest Financing Valuation:</b> NA <b>CEO:</b> Christian Brucculeri	<b>Services offered:</b> <ul style="list-style-type: none"> <li>Helps brands find new customers and increase lifetime value through chatbots, voice skills and social messaging - all from a single, intelligent platform</li> </ul> <b>Customers include:</b> Nike, Marriott Rewards, VICE, Bud Light, Simon <b>Key Facts:</b> <ul style="list-style-type: none"> <li>It powers the most innovative chatbot, voice and social messaging experiences for major consumer brands</li> <li>It built the first technology and the content management system for emoji messaging</li> <li>The platform has evolved to help brands find new customers and increase lifetime value through chatbots, voice skills and social messaging - all from a single, intelligent platform called the Conversational Marketing Cloud</li> <li>Empowers brands to provide personalized ecommerce, proactive support and engagement, creating a wholly unique brand experience for each customer</li> </ul>
	 <b>StitcherAds</b> Marketing Partner helps advertisers and agencies scale full-funnel performance marketing campaigns on Facebook & Instagram <b>Founded:</b> 2009 <a href="https://stitcherads.com">https://stitcherads.com</a> <b>Employees:</b> 50 <b>HQ:</b> Austin, TX <b>Funds Raised:</b> €6.2m <b>Latest Financing Round:</b> €1.5m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Declan Kennedy	<b>Services offered:</b> <ul style="list-style-type: none"> <li>Enables ecommerce, retail, travel, and real estate companies to rapidly create dynamic ads, drive customer acquisition &amp; achieve greater ROI</li> </ul> <b>Customers include:</b> Saks Fifth Avenue, Marriott, FinishLine, Hotels.com, JD, Farfetch, Hotel Tonight <b>Key facts:</b> <ul style="list-style-type: none"> <li>In August 2017, StitcherAds raised €1.5 million in Debt Financing from Columbia Lake Partners</li> <li>Apart from the US, the Company also has offices in Ireland and the UK</li> <li>StitcherAds automates the creation of Newsfeed ads for tablet, mobile and desktop from product catalogue feeds and creates targeting groups</li> <li>The company works on a hybrid service model, onboarding clients with differing levels of preferred involvement to ensure long-term success with their software</li> </ul>



# Select Shoptalk Attendee Profiles: Marketing

Company	Profile	Capabilities
	<p><b>Tealium</b></p> <p>Provides enterprise tag management solutions to clients worldwide</p> <p><b>Founded:</b> 2008</p> <p>www.tealium.com</p> <p><b>Employees:</b> 400+</p> <p><b>HQ:</b> San Diego, CA</p> <p><b>Funds Raised:</b> \$112.9m</p> <p><b>Latest Financing Round:</b> \$35.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Jeffrey Lunsford</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>▪ Offers Tealium iQ, a tag management solution that allows business users to manage their tags across multiple digital touchpoints, including mobile</li><li>▪ EventStream &amp; AudienceStream – Platforms to gather and enrich customer data and plan actions in real time</li><li>▪ Tealium DataAccess which enables customers to unify various omnichannel insights from across their organizations, allowing real-time engagement and action</li></ul> <p><b>Customers include:</b> L.L.Bean, Luxotica, Electronic Arts, Munchkin, Orange</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>▪ Tealium offers a turnkey integration ecosystem supporting more than 1,000 client-side and server-side vendors and technologies.</li><li>▪ It has over 700 clients globally across industries</li><li>▪ It ranked 293 on Deloitte's Technology Fast 500™, a ranking of the 500 fastest growing technology, media, telecommunications, life sciences and energy tech companies in North America for 2018. Tealium grew 279% during this period</li></ul>
	<p><b>TVPage</b></p> <p>TVPage enables brands and retailers to sell through videos on site, on social media, and in store, at scale</p> <p><b>Founded:</b> 2012</p> <p>www.tvpage.com</p> <p><b>Employees:</b> ~30</p> <p><b>HQ:</b> San Diego, CA</p> <p><b>Funds Raised:</b> \$8.9m</p> <p><b>Latest Financing Round:</b> \$3.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Allon Caidar</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>▪ Develops a cloud based video platform for merchants, brands, retailers, media companies, and content creators. Publishes engaging, data-driven shoppable video experiences that drive higher conversion rates</li></ul> <p><b>Customers include:</b> HSN, Staples, Macy's, Vistaprint, Samsonite, Overstock, Autozone, Motorola, Reebok,</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>▪ The company's solutions have generated \$5B+ revenue growth for its clients with average order value increasing by nearly 21%</li><li>▪ It has delivered a 79% increase in conversion rate for users who watch a video with a 3-5X increase in conversion rate with video on product pages</li></ul>

# Select Shoptalk Attendee Profiles: Marketing

Company	Profile	Capabilities
 V12DATA	<p><b>V12 Data</b></p> <p>A marketing data solutions company that helps clients sell more, faster</p> <p><b>Founded:</b> 1999</p> <p><a href="http://www.v12data.com">www.v12data.com</a></p> <p><b>Employees:</b> ~100</p> <p><b>HQ:</b> Matawan, NJ</p> <p><b>Funds Raised:</b> \$8.8m</p> <p><b>Latest Financing Round:</b> \$8.8m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Andrew Frawley</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>V12 combines rich data assets with robust technology to provide brands with end-to-end customer acquisition and retention solutions to achieve maximum ROI</li></ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>It offers data solutions for auto lease expiration data needs, sales leads, mailing lists, telemarketing lists, email lists, and customer database enhancements</li><li>The company provides data quality and integration, real-time, marketing cloud, data access platform technologies, and analytics solutions</li><li>It serves automotive, financial service, business to business, retail, healthcare, and utility industries</li></ul>
 welcome	<p><b>Welcome</b></p> <p>Develops a conversation platform that connects brands and retailers with consumers</p> <p><b>Founded:</b> 2011</p> <p><a href="http://www.welcomecommerce.com">www.welcomecommerce.com</a></p> <p><b>Employees:</b> 50</p> <p><b>HQ:</b> Austin, TX</p> <p><b>Funds Raised:</b> \$23.1m</p> <p><b>Latest Financing Round:</b> \$2.7m</p> <p><b>Latest Financing Valuation:</b> NA</p> <p><b>CEO:</b> Ken Naumann</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>The company's platform connects consumers across various platforms, including website, mobile, SMS, in-store, digital, and offline touchpoints</li><li>In addition, it provides agent services, deployment, and intelligence services; and assists with brand/retailer partnerships</li></ul> <p><b>Customers include:</b> Google, HP, Walmart, Lenovo, Asus</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>The Company was earlier known as ChatID</li><li>It was awarded the Best Customer Service Platform Partner at the 2018 Eggy Awards</li><li>The Company was acquired by Salsify, Inc. in November 2018 for an undisclosed amount</li></ul>

# Select Shoptalk Attendee Profiles: Marketing



Company	Profile	Capabilities
 Wiland <small>DELIVERING THE FUTURE™</small>	<p><b>Wiland</b></p> <p>The Company provides marketing analytics and personalized communication services</p> <p><b>Founded:</b> 2005</p> <p><a href="http://www.wiland.com">www.wiland.com</a></p> <p><b>Employees:</b> ~250</p> <p><b>HQ:</b> Niwot, CO</p> <p><b>Funds Raised:</b> \$30.6m</p> <p><b>Latest Financing Round:</b> \$30.6m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Phil Wiland</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Through sophisticated predictive analytics, Wiland leverages vast data resources to help its clients find highly responsive new prospects while optimizing connections with existing customers, donors, and subscribers</li><li>Optimizes marketing budgets to minimize marketing waste and generate higher campaign performance</li></ul> <p><b>Customers include:</b> Twitter, Yahoo!, AOL, Doubleclick, Rubicon Project, BrightRoll</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>Its clientele includes catalogue brands, retail stores, Internet merchants, continuity marketers, magazines, newsletters, newspapers, charitable organizations, political services, travel and hospitality, business to business, business to consumer, hotels and resorts, consumer services companies, among others</li></ul>
	<p><b>Yroo</b></p> <p>Yroo saves shoppers time and money by comparing prices across 150 million products from over 5,000 retailers and brands</p> <p><b>Founded:</b> 2015</p> <p><a href="https://yroo.com">https://yroo.com</a></p> <p><b>Employees:</b> 25</p> <p><b>HQ:</b> Toronto, ON, Canada</p> <p><b>Funds Raised:</b> \$11.0m</p> <p><b>Latest Financing Round:</b> \$11.0m</p> <p><b>Latest Financing Valuation:</b> NA</p> <p><b>CEO:</b> James Cunningham</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Product comparison across several categories and retailers</li><li>Shoppers can track price changes, understand price history, and see reviews</li></ul> <p><b>Customers include:</b> Amazon, WVC, Nordstrom, Nike, Target, Jet, Best Buy, Overstock</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>The price comparison tool uses AI technology and was launched in May 2018</li><li>The price history compares the average price for a product to the lowest price so that the client can ensure they are getting the best deal</li><li>When an item is tagged as a Yroo Smart Buy, the company determines if it is the best time to buy based on its smart analysis of previous prices</li><li>In March 2016, Yroo pledged to donate 1% of revenues directly to approved non-profit environmental organizations in the 1% for the Planet network</li></ul>

# Select Shoptalk Attendee Profiles: Marketing

Company	Profile	Capabilities
	<p><b>Zaius</b></p> <p>Zaius brings customer data and campaign execution together on a single platform providing B2C marketers complete control of customer data, helping them to better understand how their customers shop, and powering personalized campaigns across channels</p> <p><b>Founded:</b> 2012</p> <p><a href="https://zaius.com/">https://zaius.com/</a></p> <p><b>Employees:</b> ~100</p> <p><b>HQ:</b> Boston, MA</p> <p><b>Funds Raised:</b> \$50.8m</p> <p><b>Latest Financing Round:</b> \$30.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Mark Gally</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Develops and offers an engagement platform that enables companies to optimize consumer experiences across channels</li> <li>The company also provides a suite of services ranging from strategic consulting to creative services and tactical execution</li> </ul> <p><b>Customers include:</b> Moda Operandi, Destination Lighting, Mobovida, Manillo</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The Company raised \$30m under Series B round in April 2018 led by Matrix Partners</li> <li>Zaius is backed by major VC companies including Matrix Partners, _Underscore.VC, and The Leaders Fund</li> </ul>
	<p><b>Zmags</b></p> <p>Zmags is a shoppable content company, providing media marketing solutions</p> <p><b>Founded:</b> 2006</p> <p><a href="http://www.zmags.com">www.zmags.com</a></p> <p><b>Employees:</b> 75</p> <p><b>HQ:</b> Boston, MA</p> <p><b>Funds Raised:</b> \$21.0m</p> <p><b>Latest Financing Round:</b> \$6.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> David Powell</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The Creator platform combines quick digital content creation publishing solutions that help companies to convert more customers</li> <li>The Publisher platform is a digital publishing platform for catalogues, brochures, and magazines. It serves customers in fashion, retail, publishing and magazine, distributor and manufacturer, travel, professional and finance, educational, and cultural sectors; as well as digital agencies</li> </ul> <p><b>Customers include:</b> New York &amp; Company, Godiva, Tibi, Aerosoles, Neiman Marcus, Marks &amp; Spencer, Nautica, Ethan Allen, Ralph Lauren, Nike, Hugo Boss</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It serves over 1,500 brands globally</li> <li>In November, 2017, Zmags hired Derek Yimoyines as its new Chief Technology Officer.</li> <li>In December 2017, Zmags won the Salesforce Commerce Cloud Demo Jam</li> <li>Through 2017, Zmags' clients increased their revenue by an average of over 117%</li> </ul>



# Personalization profiles

# Select Shoptalk Attendee Profiles: Personalization

Company	Profile	Capabilities
	<p><b>ActionIQ</b></p> <p>An enterprise Customer Data Platform solving the biggest problem marketers face: the flow and scale of data, analytics, and campaigns</p> <p><b>Founded:</b> 2014</p> <p>actioniq.com</p> <p><b>Employees:</b> 80+</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$45.0m</p> <p><b>Latest Financing Round:</b> \$30.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Tasso Argyros</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Solves the data problem by connecting all commerce channels (online and offline, email, CRM, and clickstream)</li> <li>Provides an interface that is highly flexible, incredibly fast, and entirely self-service for marketing and analytics clients</li> <li>The platform unifies and accelerates the work of marketers, analysts and technologists to turn big data into smart data</li> </ul> <p><b>Customers include:</b> Gilt Groupe and Blue Apron</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Seeks to help marketing employees navigate big data without having to write code. Provides SaaS to connect clients multiple data sources, such as email, CRM, and clickstream, and centralize them onto one single analytics dashboard</li> </ul>
	<p><b>AgilOne</b></p> <p>Predictive marketing platform that offers better customer profiles, predictive analytics and integrated marketing campaigns</p> <p><b>Founded:</b> 2006</p> <p>www.agilone.com</p> <p><b>Employees:</b> 120</p> <p><b>HQ:</b> Sunnyvale, CA</p> <p><b>Funds Raised:</b> \$41m</p> <p><b>Latest Financing Round:</b> \$25m</p> <p><b>Latest Financing Valuation:</b> NA</p> <p><b>CEO:</b> Omer Artun</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Marketing Strategy – business analysis and marketing advice based on data insights</li> <li>Analytics – provides data gathering and analytics tools</li> <li>Marketing Execution – Implementation of various marketing strategies like email and social media marketing</li> </ul> <p><b>Customers include:</b> Ashley Stewart, Bosch, Hugo Boss, Turkish Airlines, Harper Collins, Vineyard Vines, Joann, Moosejaw, Athleta</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Supports more than 150 brands worldwide</li> <li>In Jan 2019, the Company announced a new version of its platform at NRF</li> </ul>





# Select Shoptalk Attendee Profiles: Personalization

Company	Profile	Capabilities
	<p><b>Amperity</b> Develops enterprise marketing software using AI and Machine Learning <b>Founded:</b> 2016 <a href="http://amperity.com">http://amperity.com</a> <b>Employees:</b> ~100 <b>HQ:</b> Seattle, WA <b>Funds Raised:</b> \$37.0m <b>Latest Financing Round:</b> \$28.0m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Kabir Shahani</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Intelligent Customer Data Platform – provides completed and connected customer profiles to drive effective marketing campaigns</li> <li>MarTech Stack – Site &amp; app personalization / recommendation services, predictive analytics services, data enrichment services, marketing clouds, data onboarding services, business intelligence tools, customer relationship management, multivariate testing tools and data management platforms</li> </ul> <p><b>Customers include:</b> Alaska Airlines, Starbucks, Gap Inc, Moët Hennessy USA, Wynn Las Vegas, Nordstrom, Kendra Scott, Lucky Brand, Sounders, Stanley</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>In Oct 2018, Goldman Sachs recognized CEO Kabir Shahani as one of the 100 Most Intriguing Entrepreneurs of 2018 at its Builders + Innovators Summit in Santa Barbara, California</li> </ul>
	<p><b>Certona</b> A multi-channel personalization platform for brands and retailers <b>Founded:</b> 2004 <a href="http://www.certona.com">www.certona.com</a> <b>Employees:</b> 165 <b>HQ:</b> San Diego, CA <b>Funds Raised:</b> \$37.0m <b>Latest Financing Round:</b> \$30.0m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Meyar Sheik</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Provides real-time omnichannel personalization solutions</li> <li>Offers content and product recommendation capabilities for digital marketers and retailers</li> <li>Offers product and gift finder solutions via in-store with the convenience of online shopping; provides B2B ecommerce solutions; and offers Personalized Experience Management platform</li> </ul> <p><b>Customers include:</b> Hottopic, Lenox, Uni Qlo, Zooplus, Farfetch, MSC Industrial Supply Co., Destination Maternity, MotoSport.com, Jewelry Television</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Its robust omni-channel personalization solutions power individualized customer experiences for over 600 top ecommerce websites in more than 70 countries.</li> <li>Its platform delivers 100 billion personalized experiences per month</li> <li>Certona is the only pure personalization provider to be selected by Internet Retailer's Top 500 Guide as a personalization leader for ten consecutive years: 2009 – 2018.</li> </ul>

# Select Shoptalk Attendee Profiles: Personalization

Company	Profile	Capabilities
	<p><b>Custora</b></p> <p>Leading cloud-based customer analytics platform for retailers</p> <p><b>Founded:</b> 2011</p> <p>www.custora.com</p> <p><b>Employees:</b> 70</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$20.3m</p> <p><b>Latest Financing Round:</b> \$13.8m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Corey Pierson</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The Company's platform helps retailers drive incremental revenue and lifetime value by making better use of their customer data, acquire higher value customers, increase purchase frequency, and improve team efficiency</li> </ul> <p><b>Customers include:</b> Nordstrom, Ann Inc., Tiffany &amp; Co., Crocs, and Teleflora</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>In September 2018, the Company raised \$13.8m in Series B funding led by investors like General Catalyst and Foundation Capital</li> </ul>
	<p><b>Clicktale</b></p> <p>Provides SaaS based enterprise digital customer experience management solutions for Fortune 500 customers</p> <p><b>Founded:</b> 2006</p> <p>www.clicktale.com</p> <p><b>Employees:</b> 280</p> <p><b>HQ:</b> Tel Aviv, Ramat Gan, Israel</p> <p><b>Funds Raised:</b> \$60.0m</p> <p><b>Latest Financing Round:</b> \$35.0m</p> <p><b>Latest Financing Valuation:</b> NA</p> <p><b>CEO:</b> Shlomi Hagai</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>The company enables businesses to maximize engagement and revenue by optimizing visitor interactions with websites through desktop, tablet and mobile devices</li> <li>Offers a full enterprise-grade SaaS solution that allows customers to see how visitors are interacting with their website</li> </ul> <p><b>Customers include:</b> Fandango, Office Depot, Allianz, Adidas, RBS, Samsung, Adobe, BNP Paribas, Harley Davidson, Intuit, The North Face, MetLife, Godaddy, Akamai, Jansport</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>In February 2019, It appointed Shlomi Hagai as the company's new CEO</li> <li>The company has over 80 technology and solutions partners</li> <li>It has 20K optimized websites and 100 billion in-screen behaviors</li> <li>Serves customers across various industries such as ecommerce, finance &amp; insurance, telecommunication, technology, media &amp; content, and travel</li> </ul>

# Select Shoptalk Attendee Profiles: Personalization


Company	Profile	Capabilities
	<p><b>CONVRG</b></p> <p>An AI-powered chatbot and voice experience platform that builds results-driven conversational experiences on enterprise brands and retailers' websites, messaging apps, and voice assistants</p> <p><b>Founded:</b> 2016  <a href="https://convr.io/">https://convr.io/</a></p> <p><b>Employees:</b> 5</p> <p><b>HQ:</b> Los Angeles, CA</p> <p><b>Funds Raised:</b> N/A</p> <p><b>Latest Financing Round:</b> N/A</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Audrey Wu</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Develops an AI powered chatbot and voice experience SaaS platform driving business goals for enterprise brands and retailers</li> <li>Services include ideation, conversational UX, platform development, deployment, maintenance and actionable insights</li> </ul> <p><b>Customers include:</b> Recording Academy, H&amp;M, Proactiv+, Sephora, Disney, Amazon Studios, Shopify, Lionsgate</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It helps companies to increase their survey response rates 3x or more compared to traditional e-mail surveys</li> <li>In Jan, 2018, CONVRG announced a lineup of voice-activated and chatbot offerings that will coincide with this year's 60th GRAMMY Awards</li> <li>Including chatbots on GRAMMY.com, Facebook Messenger and Kik, CONVRG provides the customers to focus on conversational fan engagement in a creative way that resonates with fans as technology changes</li> </ul>
	<p><b>Monetate</b></p> <p>Provides a platform that allows marketers to create, test, and deploy personalized digital experiences for IT, consulting and retail companies</p> <p><b>Founded:</b> 2008  <a href="http://www.monetate.com">www.monetate.com</a></p> <p><b>Employees:</b> 150</p> <p><b>HQ:</b> Conshohocken, PA</p> <p><b>Funds Raised:</b> \$46.0m</p> <p><b>Latest Financing Round:</b> \$8.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Stephen R. Collins</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Personalization software for consumer-facing brands, enables marketers to create individual experiences for customers, increasing engagement and improving performance</li> <li>Offers website personalization, segment discovery, personalization, real-time marketing, marketing best practices, 1-to-1 personalization, ecommerce, website optimization, website testing, multivariate testing, email marketing, A/B testing, and omnichannel capabilities</li> </ul> <p><b>Customers include:</b> National Geographic, Waitrose, J.Crew, Jack Wills, Medifast, Snapfish</p> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>In August 2018, the Company appointed a new CEO – Stephen R. Collins.</li> <li>Its several awards include G2 Crowd: #1 Company in A/B Testing &amp; Personalization Software for Enterprise (2017); Internet Retailer: Top Vendor in Personalization &amp; Testing (2017); Newegg's Eggie Award: Best Marketing Platform (2017); Internet Retailer: Top Vendor in Personalization &amp; Testing (2016); &amp; Philadelphia Business Journal: Tech Disruptor Winner (2016)</li> </ul>

Source: Capital IQ, Pitchbook, Crunchbase, press releases, articles, company websites


# Select Shoptalk Attendee Profiles: Personalization

Company	Profile	Capabilities
	<p><b>mParticle</b></p> <p>Provider of solutions to mobile app owners to manage and control their data</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.mparticle.com">www.mparticle.com</a></p> <p><b>Employees:</b> 135</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$76.3m</p> <p><b>Latest Financing Round:</b> \$35.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Michael Katz</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Develops a mobile data activation platform that provides mobile app owners with the controls and reporting functionality to make informed decisions about their data</li> </ul> <p><b>Customers include:</b> Airbnb, King, Spotify, Jet, EA, SeatGeek, Ticketmaster, GILT, Bleacher Report, Postmates</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Its solution provides the controls to manage data collection and activation with service providers and media partners</li> <li>The company's platform allows mobile app owners to segment and build audiences from combinations of event and device-level data; targeting campaigns to these audiences across various media partners; and personalized content based on data</li> <li>It manages \$5 billion in transactions and 250 billion API calls monthly</li> <li>Has additional offices in San Francisco, Seattle, Florida, and London</li> </ul>
	<p><b>Narvar</b></p> <p>Provides a shipping and delivery solutions platform for retailers</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.corp.narvar.com">www.corp.narvar.com</a></p> <p><b>Employees:</b> 50-200</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$64.0m</p> <p><b>Latest Financing Round:</b> \$30.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Amit Sharma</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Its robust, intelligent and customized SaaS platform provides powerful delivery tracking analytics, delivery notifications, returns management, seamless feedback collection and timely customer communications</li> <li>Helps brands to engage customers and build long-term loyalty with customers</li> </ul> <p><b>Customers include:</b> Bose, Sephora, Gap, The Home Depot, Levi's, Crate &amp; Barrel, US Auto Parts</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>More than 500 global retailers rely on the company to deliver world-class customer engagement to 300 million consumers worldwide</li> <li>Raised funds to increase investment in customer loyalty and engagement. It has redefined ecommerce service standards by changing the way brands interact with their customers throughout the entire online purchase lifecycle</li> <li>The company has served nearly 5 billion customer interactions across 38 countries and 50 languages</li> </ul>

# Select Shoptalk Attendee Profiles: Personalization

Company	Profile	Capabilities
	<p><b>OrderGroove</b></p> <p>OrderGroove helps big brands and omnichannel retailers shift consumer interactions from momentary transactions to ongoing relationships</p> <p><b>Founded:</b> 2010</p> <p><a href="http://www.ordergroove.com">www.ordergroove.com</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$40.0m</p> <p><b>Latest Financing Round:</b> \$20.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Greg Alvo</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>OrderGroove helps big brands and omnichannel retailers practice and achieve Relationship Commerce - shifting consumer interactions from one-and-done transactions to long-term, highly-profitable relationships</li> <li>Features include Predictive reordering, Frictionless discovery &amp; ordering and Product subscriptions</li> </ul> <p><b>Customer include:</b> Vitamin Shoppe, L'Oreal, The Home Depot, illy, PetSmart, Tractor Supply, Nestlé, Walmart, Toys R' Us, GNC</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>The company's unique combination of powerful technology, machine learning and analytics and unmatched consumer expertise helps top retailers and brands transform their retail experiences across every channel and thrive within the constantly shifting retail landscape</li> <li>Serves more than 100 leading brands and retailers</li> </ul>
	<p><b>Reflektion</b></p> <p>Develops and markets a predictive analytics platform and cloud-based solutions for retailers and brands</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.reflektion.com">www.reflektion.com</a></p> <p><b>Employees:</b> 85</p> <p><b>HQ:</b> San Mateo, CA</p> <p><b>Funds Raised:</b> \$46.4m</p> <p><b>Latest Financing Round:</b> \$12.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Amar Chokhawala</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Personalized Site Search that leads visitors with a path to various products</li> <li>Predictive Product Recommendations, a platform that creates a one-to-one connection with shoppers</li> <li>Mobile solution that unifies customer shopping by integrating various devices</li> <li>Others include category / landing pages, email content, clienteling / in-store, and merchandising control center</li> </ul> <p><b>Customers include:</b> TOMS, Ann Taylor, Sur La Table, Godiva, Destination XL</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>It uses machine learning to help ecommerce companies leverage increasingly massive amounts of customer data</li> <li>The company is backed by leading investors including Battery Ventures, Hasso Plattner Ventures, Clear Ventures, and Intel Capital</li> <li>It was named among the Top 100 AI companies globally by CB Insights for 2018</li> </ul>



# Select Shoptalk Attendee Profiles: Personalization

Company	Profile	Capabilities
	<p><b>RichRelevance</b></p> <p>Provides omni-channel personalization solutions to multinational companies</p> <p><b>Founded:</b> 2006</p> <p><a href="http://www.richrelevance.com">www.richrelevance.com</a></p> <p><b>Employees:</b> 150</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$95.8m</p> <p><b>Latest Financing Round:</b> \$10.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Carl Theobald</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Provides omni-channel personalization solutions to multinational companies to deliver customer experiences across Web, mobile, in store, and other channels</li></ul> <p><b>Customers include:</b> Office Depot, Costco, Marks &amp; Spencer, Darty</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>Serves clients in 42 countries from 9 offices around the globe</li><li>The company unveiled a strategic personalization initiative to help companies create memorable experiences across the customer lifecycle</li><li>Has generated over \$35 billion in sales for its clients and drives more than one billion decisions every day</li><li>Serves over 230 brands across various verticals such as apparel, B2B, beauty, branded manufacturers, consumer electronics, department stores, DIY, grocery, luxury, and travel &amp; hospitality</li></ul>
	<p><b>Rokt</b></p> <p>Rokt is a digital referral marketing company, which matches engaged consumers with recommendations, empowering them to engaged with preferred brands</p> <p><b>Founded:</b> 2010</p> <p><a href="http://www.rokt.com">www.rokt.com</a></p> <p><b>Employees:</b> 50-200</p> <p><b>HQ:</b> New York, NY</p> <p><b>Funds Raised:</b> \$34.5m</p> <p><b>Latest Financing Round:</b> \$26.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Bruce Buchanan</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>The company offers ROKT Adpath, which includes capabilities like email marketing, an 'opt in' facility for customers via outbound calls, several digital marketing customer engagement options for ecommerce companies, and multiple tools to improve campaign effectiveness</li></ul> <p><b>Customers include:</b> Naked Wines, The Body Shop, Virgin Australia, Vistaprint, Cheapflights, Tigerair, Ticketmaster, Groupon, Expedia, Visa, T-Mobile, Fanatics, Ebay, Dominos, Hello Fresh</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>The company raised \$26.0 million in Series B funding in 2017 to facilitate ROKT's acquisition of strategic assets to broaden its offerings as well as accelerate the company's global growth. Reflective of that was ROKT's acquisition of CalReply, completed shortly after for \$15.0 million</li></ul>

# Select Shoptalk Attendee Profiles: Personalization



Company	Profile	Capabilities
	<p><b>SessionM</b></p> <p>SaaS platform for customer engagement and marketing</p> <p><b>Founded:</b> 2011</p> <p><a href="https://www.sessionm.com">https://www.sessionm.com</a></p> <p><b>Employees:</b> 220</p> <p><b>HQ:</b> Boston, MA</p> <p><b>Funds Raised:</b> \$97.3m</p> <p><b>Latest Financing Round:</b> \$23.8m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Lars Albright</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Operates a cloud-based SaaS platform for customer engagement and marketing</li> <li>A marketing automation and loyalty platform that gathers customer behaviors across all channels, appends the data to each individual's profile instantaneously, and triggers personalized responses through a real-time rules engine</li> </ul> <p><b>Customers include:</b> Chipotle, L'Oreal, Coca-Cola, Huggies, Air Canada, Brookstone, Kimberly-Clark, Ratner Companies, Miami Heat, Hwy55,</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Processes 4 billion transactions daily, with a 200 ms average response time across all services and an 84% increase in spend compared to non-loyalty members</li> <li>It delivers personalized engagement across channels and dramatically increases LTV &amp; customer loyalty</li> <li>In July 2018, it raised \$23.8 million in Series E funding led by Salesforce Ventures</li> </ul>
	<p><b>SheerID</b></p> <p>SheerID is an enterprise verification platform that provides instant verification while minimizing friction and mitigating fraud</p> <p><b>Founded:</b> 2010</p> <p><a href="http://www.sheerid.com">www.sheerid.com</a></p> <p><b>Employees:</b> ~100</p> <p><b>HQ:</b> Eugene, OR</p> <p><b>Funds Raised:</b> \$32.1m</p> <p><b>Latest Financing Round:</b> \$18.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Jake Weatherly</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Operates a platform that offers identity verification solutions to enable retailers and associations to offer targeted discounts and special offers online</li> <li>Verification services also include Military Verification, Student Verification, Teacher Verification, Senior Verification, and Custom Verification</li> </ul> <p><b>Customers include:</b> Spotify, Foot Locker, Microsoft, Lowe's, Costco discount, Groupon, AARP, ABBYY, AirForce Times, Amazon, Bullets.com, Cole Haan, Dell</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Its digital verification platform instantly verifies the identity of individuals and businesses, enabling enterprises to deliver authenticated offers and experiences without friction and without fraud</li> <li>Key segments include fashion, health &amp; beauty, outdoor gear, software, streaming services, subscriptions, and ticketing</li> </ul>

# Select Shoptalk Attendee Profiles: Personalization

Company	Profile	Capabilities
 smarterHQ	<b>SmarterHQ</b> Operates a multi-channel behavioral marketing platform to execute cross-channel marketing programs for online retailers. <b>Founded:</b> 2010 <a href="http://www.smarterhq.com">www.smarterhq.com</a> <b>Employees:</b> 85 <b>HQ:</b> Indianapolis, IN <b>Funds Raised:</b> \$41.3m <b>Latest Financing Round:</b> \$2.0m <b>Latest Financing Valuation:</b> N/A <b>CEO:</b> Michael Osborne	<b>Services offered:</b> <ul style="list-style-type: none"> <li>Customer identity resolution, customer segmentation, real-time interaction management, predictive marketing, product recommendations and smart campaign management</li> </ul> <b>Customers include:</b> Bloomingdales, Michael Kors, QVC, Santander, Lord & Taylor, eBags, Cars.com, Shane Co., Santander <b>Key facts:</b> <ul style="list-style-type: none"> <li>SmarterHQ raised \$2.0 million in a venture funding round in April 2018</li> <li>The company's technology turns complex data into actionable insights, and allows the client to quickly and easily leverage those insights to create automated, personalized experiences for their customers</li> </ul>
 STEELHOUSE	<b>SteelHouse</b> SteelHouse's Platform enables marketers to drive measurable performance across retargeting, prospecting, social, and mobile campaigns <b>Founded:</b> 2009 <a href="http://www.steelhouse.com">www.steelhouse.com</a> <b>Employees:</b> ~200 <b>HQ:</b> Culver City, CA <b>Funds Raised:</b> \$64.8m <b>Latest Financing Round:</b> \$49.0m <b>Latest Financing Valuation:</b> NA <b>CEO:</b> Mark Douglas	<b>Services offered:</b> <ul style="list-style-type: none"> <li>SteelHouse Advertising Suite provides marketers with everything they need to create their own ads, launch retargeting and prospecting campaigns through display, mobile, and social channels, and measures ad performance in real time</li> <li>SteelHouse's CTV advertising allows brands to target their audience during premium, ad-supported shows provided by well-known networks</li> </ul> <b>Customers include:</b> Green Chef, Family Tree DNA, TAFT, Vanity Planet, Sperry, Saucony, Shoe Palace, EVO, Ecampus, Yumi Kim <b>Key facts:</b> <ul style="list-style-type: none"> <li>The company's advertising solution is used by brands, agencies, and direct marketers</li> <li>In a June 2018 SteelHouse survey, it was found that nearly 78% of advertisers are planning to increase ad budgets for TV streaming</li> </ul>





# Select Shoptalk Attendee Profiles: Personalization



Company	Profile	Capabilities
	<p><b>Urban Airship</b></p> <p>Delivers billions of personalized notifications across apps, websites, mobile wallets, email, and SMS</p> <p><b>Founded:</b> 2009</p> <p>www.urbanairship.com</p> <p><b>Employees:</b> 230</p> <p><b>HQ:</b> Portland, OR</p> <p><b>Funds Raised:</b> \$100.9m</p> <p><b>Latest Financing Round:</b> \$25.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Brett Caine</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Provides mobile push messaging and location-based messaging services that enable brands to strengthen relationships with their customers</li> <li>Offers a mobile application engagement solution that provides push messages, acting as a mobile messaging channel that delivers useful information to customers</li> <li>Also offers mobile marketing automation tools that enable clients to trigger messages based on a customer's behavior, location, application lifecycle, and more</li> </ul> <p><b>Customers include:</b> Adidas, Alaska Airlines, Bankinter, Caesars, Jet Airways, NBC News, The Home Depot, SKY, The Wall Street Journal, Zillow, Starwood Hotels and Resorts</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>In June 2018, it raised \$25m in Series F funding lead by the Foundry Group</li> </ul>
	<p><b>Zoovu</b> (previously known as SmartAssistant)</p> <p>A leading omni-channel digital advice technology</p> <p><b>Founded:</b> 2006</p> <p>www.smartassistant.com</p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> Wien, Austria</p> <p><b>Funds Raised:</b> \$8.9m</p> <p><b>Latest Financing Round:</b> \$6.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Markus Linder</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>Digital advisers engage users in a personalised dialogue and recommend products, services, and content based on their needs, thereby reducing choice overload, confusion, and indecision</li> </ul> <p><b>Customers include:</b> West Marine, Very, OBI, Canon, Advisor Syndication, Newell Brands, OTTO Fashion, Luna Sandals, Amazon</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>Currently serves over 150 brands and retailers worldwide</li> <li>More than 15 million people served annually in over 80 countries, across more than 40 different languages</li> <li>On January 2019, SmartAssistant merged with cloud-based ecommerce solutions provider Zoovu, to strengthen its presence in the US. Zoovu's technology leverages behavioral and product analytics to learn consumer interaction patterns</li> <li>Digital assistants are trained in product domains, ranging from consumer electronics, healthcare, banking to telecommunications. There are over 300 domains</li> </ul>

# Retail in-store technology profiles



# Select Shoptalk Attendee Profiles: Retail in-store

Company	Profile	Capabilities
 altierre	<p><b>Altierre</b></p> <p>A provider of wireless dynamic pricing solutions for retail chains</p> <p><b>Founded:</b> 2003</p> <p><a href="http://www.altierre.com">www.altierre.com</a></p> <p><b>Employees:</b> 51-100</p> <p><b>HQ:</b> San Jose, CA</p> <p><b>Funds Raised:</b> \$111.6m</p> <p><b>Latest Financing Round:</b> \$14.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Tony Alvarez</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ <b>Electronic shelf labels:</b> offers clear and visible displays which can be viewed from 30 degree angles and be seen clearly by the shopper</li> <li>▪ <b>Spectra technology platform:</b> The proprietary intelligent channel hopping technology, limited data synchronization requirement, and narrow transmission signals eliminate interference issues</li> </ul> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>▪ Key partners include Wraptech, Digital Data Solutions, Toshiba, AEM Softs</li> <li>▪ The system's ultra-low energy requirement and bi-directional messaging and solutions suite provide brick-and-mortar retailers with the same agility as online merchants to continuously monitor, detect, flag, and seize net profit opportunities across all areas of their business</li> <li>▪ The company's patented system performs flawlessly in any store environment regardless of temperature extremes, line-of-sight barriers, or concurrent channel frequency activities</li> <li>▪ It serves various industries such as retail, manufacturing and food service</li> </ul>
 CLOUD4WI	<p><b>Cloud4Wi</b></p> <p>Offers cloud Wi-Fi solutions for location analytics and marketing platforms</p> <p><b>Founded:</b> 2014</p> <p><a href="http://www.cloud4wi.com">www.cloud4wi.com</a></p> <p><b>Employees:</b> 51-100</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$15.5m</p> <p><b>Latest Financing Round:</b> \$11.5m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Andrea Calcagno</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ Volare Splash: A guest Wi-Fi for enterprises</li> <li>▪ Other services include location analytics, location-based marketing, the Carrier Wi-Fi Volare XP and a ROI calculator</li> </ul> <p><b>Customers include:</b> Adecco, Bulgari, Burger King, Clarks, Gruppo FS Italiane, Liverpool, the Moscow City Government, Olive Garden, and VTB24</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ Has offices in New York, London, Paris, Milan, Pisa, Rio De Janeiro and Bangkok</li> <li>▪ Cloud4Wi's suite connects more than 130 million mobile users across 45,000 locations in more than 120 countries, while collecting more than 10 billion of location data per month</li> <li>▪ The company serves across various retail industries such as retail chains, restaurant chains, shopping centers, transportation and others</li> </ul>


# Select Shoptalk Attendee Profiles: Retail in-store

Company	Profile	Capabilities
	<p><b>Forge</b></p> <p>A platform that empowers hourly workforces to work on-demand while giving their employers the tools needed to run their business</p> <p><b>Founded:</b> 2015</p> <p><a href="http://www.joinforge.com">www.joinforge.com</a></p> <p><b>Employees:</b> 1-10</p> <p><b>HQ:</b> San Francisco, CA</p> <p><b>Funds Raised:</b> \$2.6m</p> <p><b>Latest Financing Round:</b> \$2.6m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Stacey Ferreira</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ <b>For managers:</b> offers onboarding existing workforce &amp; new job posting, application aggregating, interview &amp; on-site training, work scheduling posting, and rate &amp; reward services</li> <li>▪ <b>Customers include:</b> Dominos Pizza, Dunkin Donuts, Sizzler, Wing Stop, Amazon, Kmart, The UPS Store, U-Haul, Qalmart</li> </ul> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>▪ It offers various benefits such as flexible scheduling, employee networks and compliance &amp; accountability</li> <li>▪ Serves various industries such as retail, restaurant &amp; dining, hospitality, logistics, entertainment, and healthcare</li> <li>▪ Assists in saving time, increasing retention, and improving employee satisfaction by offering flexible scheduling to your workforce with the company</li> </ul>
	<p><b>Marxent</b></p> <p>A full-service omnichannel 3D content and visual design platform for enterprise retailers</p> <p><b>Founded:</b> 2011</p> <p><a href="http://marxentlabs.com">marxentlabs.com</a></p> <p><b>Employees:</b> 11-50</p> <p><b>HQ:</b> Dayton, OH</p> <p><b>Funds Raised:</b> \$13.7m</p> <p><b>Latest Financing Round:</b> \$10.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Beck Besecker</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ The Marxent 3D Cloud Platform is a 3D product visualization platform for furniture and kitchen cabinet retailers who want to reuse existing 3D models</li> <li>▪ Solutions include Furniture 3D product visualization and kitchen &amp; bath – the 3D kitchen designer</li> <li>▪ Its 3D apps include a 3D room designer with a photo to floorplan, virtual reality shopping apps, augment reality furniture apps and 360 product spins</li> </ul> <p><b>Customers include:</b> Ashley Furniture, La-Z-Boy, Target and Macy's</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ 3D Cloud empowers retailers to manage multiple front-end applications from the same core content library, reducing maxing out of apps or bogging them down with unmanageable content</li> <li>▪ It is backed by Dan Gilbert, the chairman of Quicken Loans, Detroit Venture Partners, Stage 1 Ventures, and Anorak Ventures</li> </ul>


# Select Shoptalk Attendee Profiles: Retail in-store

Company	Profile	Capabilities
	<p><b>MFfour Mobile Research</b></p> <p>A developer of mobile survey and research software</p> <p><b>Founded:</b> 2001</p> <p><a href="http://www.mfour.com">www.mfour.com</a></p> <p><b>Employees:</b> 51-100</p> <p><b>HQ:</b> Irvine, CA</p> <p><b>Funds Raised:</b> \$5.0m</p> <p><b>Latest Financing Round:</b> \$5.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Chris St. Hilaire</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ <b>MFfour Digital Behavior:</b> Tracks consumers' digital journeys, giving clients the first complete view of consumers' observed behavior both offline and online</li> <li>▪ Provides a comprehensive look at the consumer, from advertising exposure to digital behavior and store visits, along with surveys to consumer insights</li> <li>▪ It captures the clients consumers' current locations and more: viewing entire visit histories and using them to target, profile and segment their audience</li> </ul> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"> <li>▪ Serve various industries such as market research, advertising, automotive, consumer goods, entertainment, political, restaurant and retail</li> <li>▪ It is the recognized leader in GPS survey technology, mobile market research, and consumer data</li> <li>▪ In 2018, the company reached the 2.5 million consumer panel milestone</li> <li>▪ In 2019, the company launched Digital Brand Studies</li> </ul>
	<p><b>Nextail</b></p> <p>A smart platform for retail merchandising</p> <p><b>Founded:</b> 2014</p> <p><a href="http://nextail.co">nextail.co</a></p> <p><b>Employees:</b> 51-100</p> <p><b>HQ:</b> Madrid, Spain</p> <p><b>Funds Raised:</b> \$12.0m</p> <p><b>Latest Financing Round:</b> \$10.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Joaquin Villalba</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"> <li>▪ Offers product meetings to review weekly performances, recalculating replenishments considering new promotion, executing replenishment orders in the warehouse, running first allocation algorithms for capsule collection, defining scope of items and stores &amp; executing store transfers</li> <li>▪ It provides retailers with data-driven decisions and the operational excellence of fast fashion, transforming how they buy new collections and distribute products</li> </ul> <p><b>Customers include:</b> Pepe Jeans, Amichi, Stefanel and Melon Fashion Group</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"> <li>▪ In June 2018, the company raised funds to develop and scale their SaaS solution with a focus on international expansion and R&amp;D</li> <li>▪ The company plans to double their headcount to over 100 employees</li> <li>▪ Developed by retail experts, it delivers agile data-driven decisions to meet increasing consumer demands. Using Nextail's AI and advanced analytics, global retailers are automating dynamic buying and merchandising</li> </ul>


# Select Shoptalk Attendee Profiles: Retail in-store

Company	Profile	Capabilities
	<p><b>One Door</b> Agile, lightweight merchandising execution platform bridging offline and online retail <b>Founded:</b> 2000 <a href="http://www.onedoor.com">www.onedoor.com</a> <b>Employees:</b> ~100 <b>HQ:</b> Boston, MA <b>Funds Raised:</b> \$16.5m <b>Latest Financing Round:</b> \$3.0m <b>Financing Valuation:</b> N/A <b>CEO:</b> EY Snowden</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Cloud-based SaaS application that digitally transforms retail visual merchandising, enabling retailers to localize their products and promotions, accelerate their promotional and product resets, drive higher associate engagement, and increase in-store merchandising accuracy</li><li>As merchandising is still largely done on pad and paper, One Door revolutionizes the process with a next gen cloud operated platform that delivers digital modules for thousand store footprints with complicated store formats, SKUs, and fixtures</li><li>Enhances process and efficiency for SVP's of Merchandising (Macro) all the way through to store associates (Micro), improving compliance with plans, and increasing sales</li><li>Its Merchandising Cloud is the only application that combines product and promotional merchandising with store information, providing each store with a unique, unified, and interactive merchandising plan</li></ul> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>18 customers with 24,000 stores on 3 continents</li><li>Selling into 9 out of the top 10 consumer electronic retailers</li><li>Has offices in US, Europe, Middle East, and Asia Pacific</li></ul>

# Select Shoptalk Attendee Profiles: Retail in-store


Company	Profile	Capabilities
 <b>THIRDCHANNEL</b>	<p><b>ThirdChannel</b></p> <p>Operates a cloud-based platform that provides visibility into store networks, gives control of products, and drives new revenue across retail partners in the US</p> <p><b>Founded:</b> 2012</p> <p><a href="http://www.thirdchannel.com">www.thirdchannel.com</a></p> <p><b>Employees:</b> 51-200</p> <p><b>HQ:</b> Boston, MA</p> <p><b>Funds Raised:</b> \$9.1m</p> <p><b>Latest Financing Round:</b> \$7.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Gina Ashe</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>▪ Offers an intelligence platform that shows brick-and-mortar stores all the behavioral and operational data points needed to make critical business decisions</li><li>▪ Solutions include merchandizing &amp; inventory, demoing &amp; assisted selling, asset tracking, competitive intel, and associate education</li></ul> <p><b>Key Facts:</b></p> <ul style="list-style-type: none"><li>▪ The company leverages powerful, cloud-based technology with people in every local community to read the physical shopping environment in different color and context, decoding what matters to consumers and then translating those messages into shopping environments</li><li>▪ Mass-consumer brands and retailers can shape the shopping experience to consumers as easily as they configure their ecommerce storefronts</li><li>▪ The Web-based platform integrates real-time data from field teams on the ground with POS, inventory, traffic, and other sources of data to reveal retail execution issues</li></ul>

# Select Shoptalk Attendee Profiles: Retail in-store

Company	Profile	Capabilities
	<p><b>Tulip Retail</b></p> <p>A mobile app platform built exclusively for next generation store associates to offer an omnichannel experience</p> <p><b>Founded:</b> 2013</p> <p><a href="http://www.tulip.io">http://www.tulip.io</a></p> <p><b>Employees:</b> 101-250</p> <p><b>HQ:</b> Toronto, ON</p> <p><b>Funds Raised:</b> \$51.2m</p> <p><b>Latest Financing Round:</b> \$40.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Ali Asaria</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Provides best of online retail to brick-and-mortar by providing a powerful platform to deliver information and mobile apps to workers in stores</li><li>Offerings include assisted selling, checkout, clienteling, fulfilment, runner and store communications</li><li>The Tulip Retail Platform is an application development and integration platform that is built from the ground up to be opti for mobile devices. It handles multiple complex integrations with legacy retail systems to make store associate app data rich and meaningful</li><li>The Tulip Mobile Associate App provides product and customer information and tools for clienteling and mobile POS</li></ul> <p><b>Customers include:</b> Saks Fifth Avenue, Kate Spade, Coach, Bonobos</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>Its applications deliver a modern experience for consumers across all segments of retail, including luxury, fashion, jewellery, big box stores, home furnishings and retail banking</li><li>Has offices in New York, London, Canada and Italy</li><li>Retailers use Tulip in their stores to elevate the shopping experience, increase sales and improve customer service</li><li>Partnered with Apple to power advanced mobile technology in order to deliver simple-to-use apps for store associates to look up products, manage customer information, checkout shoppers, and communicate with clients</li></ul>



# Select Shoptalk Attendee Profiles: Retail in-store

Company	Profile	Capabilities
	<p><b>Yoobic</b></p> <p>A smartphone application that can be used to track merchandising and marketing operations in retail stores</p> <p><b>Founded:</b> 2014</p> <p><b>www.yoobic.com</b></p> <p><b>Employees:</b> 80+</p> <p><b>HQ:</b> London, UK</p> <p><b>Funds Raised:</b> \$30.3m</p> <p><b>Latest Financing Round:</b> \$25.0m</p> <p><b>Latest Financing Valuation:</b> N/A</p> <p><b>CEO:</b> Fabrice Haiat</p>	<p><b>Services offered:</b></p> <ul style="list-style-type: none"><li>Yoobic Image Recognition technology enables brands to analyze product visibility and performance using shelf imagery</li><li>Yoobic's mobile platform assists the vast majority of salespeople who use mobile devices<ul style="list-style-type: none"><li>It provides running conversations around different campaigns with instructions of how to present items, suggesting changes through advanced analytics</li></ul></li></ul> <p><b>Customers include:</b> Lacoste, Logitech, Yankee Candle, Sportscene, Halfords, ALDI, the Casino Group, Aldi UK, Aldi Nord, Peugeot and Citroen</p> <p><b>Key facts:</b></p> <ul style="list-style-type: none"><li>Revenue growth is 143% YoY 2017/16, and the product is now being used by 100 retailers and their wider range of 200,000 stores in 44 countries</li><li>Some 100,000 tasks get completed each month using the app each month, a 250 percent increase over 2017</li><li>Has offices based in London, Paris and Tel Aviv</li></ul>