partech Cred0.

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## International Series A/B round in Enterprise SaaS

### Partech at a Glance



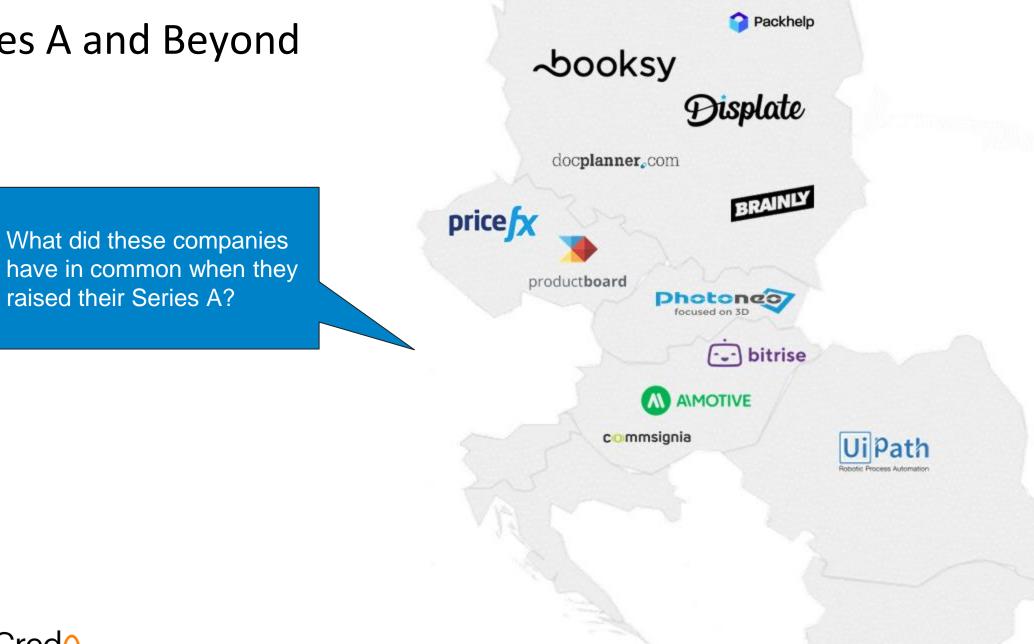


### Credo at a glance



### **CEE Series A and Beyond**

raised their Series A?



📁 partech CredO.

#### A/B round in Enterprise SaaS

### How to trigger a A/B round?



- 1 or 2 signed enterprise customers
- Clear customer target and GTM strategy
- Solid pipeline
- Clear competitive edge & positioning
- Massive market opportunity (bottom-up)
- Standard equity story



- +200% YoY ARR Growth
- Sales team in place with sales playbook ready
- Shortening sales cycles
- International readiness
- Solid customer pipeline
- Massive market opportunity (bottom-up)
- Standard equity story



Figuring out the sales machine

### Miscellaneous: other factors to consider

What does the cap table look like?

How much has the company raised before?

Has the team started to attract / identify senior level people?



# Quick highlight on **bitrise**

