

CHILDS Advises Talent Rover in its Acquisition by Bullhorn

Atlanta, GA – March 22, 2018 – CHILDS Advisory Partners (“CHILDS”) served as the exclusive financial advisor to Talent Rover, LLC (“Talent Rover” or the “Company”), a fast-growing, leading provider of global recruitment software powered by the Salesforce platform with a number of global, marquee enterprise customers, in its acquisition by Bullhorn, the world’s leading provider of software to staffing and recruiting organizations, backed by Insight Venture Partners and Genstar Capital.

Founded in 2012, Talent Rover is a vertical SaaS solution built to manage all aspects of a staffing and recruiting firm’s business. Talent Rover’s rapid growth was fueled by enterprise customers, including some of the largest staffing and recruiting firms in the world. The Company developed a robust software solution integrated with LinkedIn, Monster, Indeed, and CareerBuilder that had become core to its customer’s efforts to efficiently operate. Talent Rover also built deep relationships with a number of global systems integrators, including Accenture and Slalom to implement the solution in Asia, Europe, and the Americas. “We are very excited to join the Bullhorn family and look forward to contributing to their continued success,” said Kent Gray, co-founder and CEO of Talent Rover. “I believe the combination of our fast-growing software solution for the industry with the global scale and customer support of Bullhorn will produce amazing results for our investors and customers. The CHILDS team provided invaluable guidance and support as we considered a growth capital raise or strategic sale.”

Scott Rhodes, Managing Director at CHILDS, remarked, “We are excited to be part of a successful outcome for Talent Rover and co-founders, Kent Gray and Brandon Metcalf. We look forward to seeing the continued success of Talent Rover under the global resources and brand leadership of Bullhorn.”

About Talent Rover

Talent Rover is a software solution that focuses exclusively on staffing and recruitment. Designed by industry veterans, Talent Rover makes the journey from sales to invoice quick, efficient, and painless. Today, Talent Rover serves firms in more than 40 countries and is ranked 151st on the Inc. 5000. Talent Rover’s mobile-first, cloud-based solution is built on the Salesforce platform. It offers comprehensive workflows for candidate relationship management, sales automation, pipeline management, and operational functions. The solution’s powerful analytics also enable leaders to analyze what drives business, predict future growth, and stay ahead of a dynamic, changing industry. Talent Rover serves all verticals of the staffing and recruitment industry. Learn more at <http://www.talentrover.com>.



About Bullhorn

Bullhorn is the global leader in CRM and operations software for the recruitment industry. More than 8,000 staffing companies worldwide rely on Bullhorn’s cloud-based solution to drive sales, build relationships, and power their recruitment processes from end to end. Headquartered in Boston, with offices around the world, Bullhorn is founder-led and employs more than 700 people globally. To learn more, visit www.bullhorn.com.



About Insight Venture Partners

Insight Venture Partners is a leading global venture capital and private equity firm investing in high-growth technology and software companies that are driving transformative change in their industries. Founded in 1995, Insight has raised more than \$18 billion and invested in over 300 companies worldwide. Our mission is to find, fund and work successfully with visionary executives, providing them with practical, hands-on growth expertise to foster long-term success. Across our people and our portfolio, we encourage a culture around a core belief: growth equals opportunity. For more information on Insight and all its investments, visit www.insightpartners.com.



About CHILDS Advisory Partners

CHILDS Advisory Partners provides investment banking services to middle market business services, healthcare, and technology companies. CHILDS' combination of sector focus, process excellence, and a deep, experienced team drives the delivery of superior client outcomes. With over 45 professionals, CHILDS is one of the fastest growing M&A advisors in the U.S. and was named the "2016 Boutique Investment Bank of the Year" by The M&A Advisor.



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