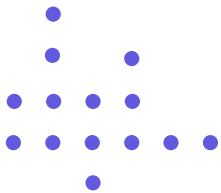
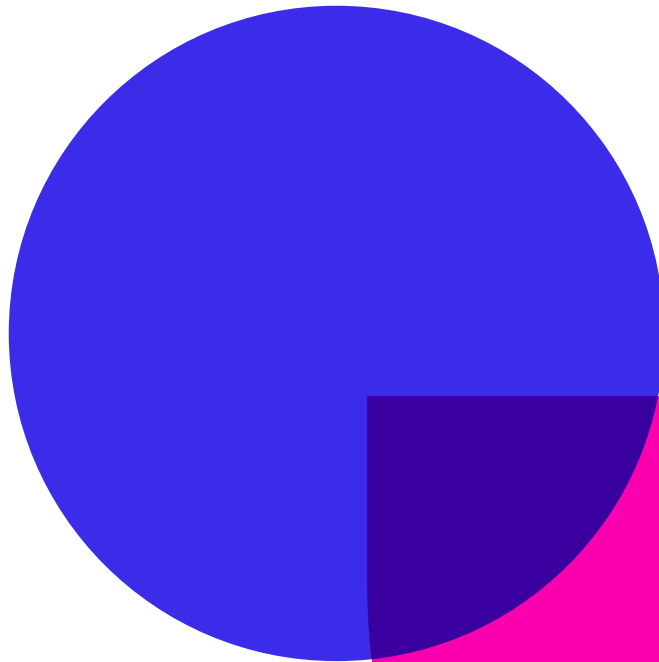


Customer Success:

JMI

E Q U I T Y

JMI Equity is a private equity company focused on backing outstanding software companies. The firm leverages OnBoard to streamline weekly meeting preparation and maintain a single, secure source for all meeting materials.



Industry:
Private equity

Headquarters:
Baltimore and San Diego

Organization Goals:

- Provide a one-stop shop for meeting materials with cybersecurity in mind
- Ensure individuals have the right access to meeting materials and information
- Simplify and streamline weekly meeting preparation

Results:

- Provided a single location for team members to contribute meeting content and find all meeting materials
- Leveraged permissions to ensure the right people see the right information
- Significantly reduced the time spent preparing for weekly meetings, from three-plus hours to 15 minutes

Improving the Effectiveness and Efficiency of a Leading Private Equity Firm

JMI Equity is in the business of helping leading software companies grow. Founded in 1992, the growth equity firm has invested in more than 170 businesses, successfully completed over 110 exits, and raised more than \$6 billion of committed capital.

The JMI Equity team convenes each Monday. The first half of the meeting is intended for the entire firm, focused on delivering broad reporting and updates from different areas of the organization. The second half, however, is only open to the firm's investment committee, which includes 13 members. At this meeting, committee members discuss budget, as well as updates from portfolio company board meetings that occurred during the previous week. The team also uses this meeting to discuss new opportunities to invest in software companies.

Deal teams, which consist of an analyst, associate, vice president, and partner, present a pipeline of future investment opportunities, and the entire committee shares updates and discusses all deals the firm is actively evaluating.

Taylor Gillis, Marketing Analyst at JMI Equity, leads the charge in preparing for these weekly meetings – and ensuring the right individuals have access to the right materials whenever they need them. This used to be a time-consuming process, rife with inefficiency.

“It was labor-intensive to make sure everything was ready and correct for each Monday meeting,” Gillis says.

JMI Equity partnered with OnBoard to simplify and streamline meeting preparation – and provide teams with a secure, single source of truth for all meeting-related information and materials.



Taylor Gillis
Marketing Analyst, JMI

Ensuring Security for Confidential Materials

A key responsibility of the JMI Equity investment team is to determine which investment opportunities to pursue – and which to pass up. The team requires myriad information about a given company to determine whether it makes sense to invest. The investment team also has access to information about the firm’s portfolio companies. Much of this information is private or confidential, so it’s imperative it doesn’t fall into the wrong hands.

In the past, the team primarily relied on email to distribute meeting materials and exchange information for the weekly meeting. However, this approach invited risk, as email isn’t sufficiently secure.

Since partnering with OnBoard, the team can rest assured that all confidential information about portfolio companies, as well deals in their pipeline, remains secure. The company now leverages OnBoard to house all their meeting materials in a single, secure location, rather than sending them piecemeal via email. In addition, deal teams can now confidently upload content for upcoming meetings – including confidential information – directly into the portal.

“Safeguarding data and other sensitive information is a must-have in our deal flow,” says Mac Williams, Principal at JMI Equity. “OnBoard’s granular access controls and user provisioning helps ensure that our information stays secure and that our overall investment strategy remains well-protected.”



Mac Williams
Principal, JMI



Empowering the Right Users with the Right Information

The information shared during the first portion of JMI Equity’s Monday meeting is appropriate for all staff, regardless of role. However, information shared during the second portion of the meeting isn’t intended for a wide audience, but rather, for those with specific roles.

Gillis leverages OnBoard’s granular permission controls to ensure users have access to the right materials appropriate for their roles – no more and no less. She creates a single agenda for the two-part Monday meeting, and then designates which roles have access to the materials in each section. She can designate that the entire staff have access to the general business updates portion of a deck, while partners alone have access to materials from other parts of the agenda. Gillis also uses OnBoard’s permission controls to designate who can add or delete content from a particular section.

“Being able to designate who can view different materials on OnBoard has made things so much easier,” Gillis says.

Simplifying and Streamlining Meeting Preparation

At JMI Equity, preparing for Monday meetings was a laborious process. Gillis would circulate the agenda on Fridays, and team members throughout the company would submit their content via email throughout the weekend.

“I would get 50 to 100 emails over the weekend,” Gillis says.

She would then spend up to three hours compiling all this content into a single PDF that was often up to 400 pages long. Finally, she’d distribute the PDF to the company prior to the meeting – relying on email and shared storage drives.

Gillis was also responsible for curating and consolidating notes and decks from any board meeting at a portfolio company from the previous week.

“With our old process, there was a lot of human error,” Gillis says.

Today, JMI Equity uses OnBoard to streamline the process for preparing for Monday meetings. Gillis creates an agenda for the coming meeting directly into the board management platform, and then she assigns each section to a team or individual. Those teams and individuals then upload their content directly through OnBoard. Gillis uses the mobile app to ensure everyone is on track.

With this new approach, Gillis significantly reduced the amount of time she spends preparing for weekly meetings, from three or more hours to a mere 15 minutes.

“Our teams have been able to get up to speed with OnBoard really quickly, and if we ever have any questions, our Customer Success Manager is very helpful and responsive,” Gillis says. “OnBoard makes my life 10 times easier.”