



ORS PARTNERS CASE STUDY

VENTURE CAPITAL CHANNEL PARTNER

TCV VENTURE CAPITAL FUND

- Description: A \$70 million venture capital firm dedicated to investing in promising early-stage and rapid growth companies in the Mid-Atlantic region. Fund 1 was a top-tier fund with a track record and IRR in the top 1% of the country for VC funds. Fund II is a recent \$80 million fund with investments with the same criteria as Fund I.
- Portfolio companies from both funds benefit from the Fund's affiliation with one of the largest and most active technology councils in the nation for introductions to customers, partners, resellers, and distributors. ORS Partners is a very active professional service provider for many of TCV's portfolio companies, providing key executives and assisting in the scale of the company's human capital infrastructure, as needed.
- The Fund typically invests \$500,000 to \$3 million initially, with up to \$4-5 million to support the company's growth. The General Partners are very active investors in their portfolio companies, are typically lead investors in the deal, and take at least one Board Director seat.

RELATIONSHIP

- ORS Partners has worked with the General Partnership over the duration of both funds (10+ years) sharing deal flow (prospects), evaluating companies' respective business models, conducting talent assessment of the management teams, and the assisting with scale of the business.
- In many cases, ORS Partners will engage with the leadership of companies prior to their Series A capital raise and continue providing human capital services through multiple capital rounds.
- It is not unusual for ORS to remain engaged with the portfolio company through the sale of the business. Both IntegriChain (acquired in 2020 by KKR) and InstaMed (acquired in 2019 by JP Morgan) serve as great examples.



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ADDITIONAL COLLABORATION

- TCV serves as an excellent channel partner to ORS Partners, providing deal flow for growth-based businesses in the Mid-Atlantic.
- TCV has made several introductions into other tier 1 venture capital and private equity funds (e.g., Boston Millennia Partners).
- ORS has participated with TCV in evaluating companies' business models and the quality of their leadership teams.
- ORS has participated with TCV in the due diligence process with select companies that may need to scale.
- ORS has helped to evaluate the leadership team and gaps of specific companies prior to an investment by TCV.
- ORS has provided organizational design and planning (consulting) to scale the business from early-stage to growth stage.
- ORS provides Executive Search and White Label Recruiting Services to portfolio companies as needed



The team at ORS is a key partner for both executive search and overall recruiting across our funded companies. They've supported over a dozen companies within our portfolio, not only assisting with their talent acquisition services but also with due diligence and the human capital planning processes for new investments. ORS is on speed dial at TCV whenever we have people's needs within our venture funds.

- Jim Gunton, Managing Partner, Tech Council Ventures

