

Lansweeper Secures €130MM Investment from Insight Partners to Accelerate Further Growth

June 2, 2021

GREMBERGEN, Belgium – Lansweeper, the market-leading provider of IT Asset Management (ITAM) 2.0 solutions, today announced it has closed a €130 million minority investment by Insight Partners, a leading global venture capital and private equity firm.

Since 2004, Lansweeper has been building a unique product platform and team, and Insight Partners' investment will enable the business to expand its market reach, strengthen its partnerships and alliances and accelerate its product innovation.

Insight Partners will join existing investor Dovesco, which acquired the business in 2018. Since then, Lansweeper's headcount has grown more than fourfold, and the company now employs more than 150 people in offices across Europe and the United States - while remaining profitable.

With the backing of Insight Partners and Dovesco, Lansweeper is well positioned to execute its mission of redefining the ITAM market.

Wayne Williams, Chairman at Lansweeper commented, "With Insight Partners joining the Board, this is a recognition of our results and success, but also another major step towards the evolution of IT Asset Management - ITAM 2.0. Our mission is to empower IT Managers with reliable asset data and key insights so they can better manage, secure, and continuously optimize their IT Estate, a fundamental element for the digital transformation facing us in the next decade and beyond."

Unlike existing scenario-based ITAM solutions, Lansweeper leverages agentless discovery and agent-based scanning to rapidly assemble a complete and accurate IT asset inventory that provides users with end-to-end visibility of their IT asset ecosystem. Lansweeper is driving and supporting strategic decisions and the alignment of internal and external IT teams in a manner that future-proofs IT organizations for any new challenges that may arise.

Michael Triplett, Managing Director at Insight Partners commented: "We have been in touch with Lansweeper for several years, and we continue to be impressed by the caliber of the team, the strength of the underlying asset discovery technology, and the clarity of go-forward vision to redefine what it means to be an ITAM platform. Lansweeper has sustained impressive efficient growth, best in class unit economics and exceptional customer retention, speaking to the strength of Lansweeper's product-market fit."

"As a firm with deep expertise in best-of-breed enterprise software we are excited to bring the full force of Insight Partners' ScaleUp specialists to help Lansweeper in this next stage of growth, and we are very excited to be making this investment."

Dave Goossens, CEO at Lansweeper concludes: "Insight Partners recognizes the Asset Inventory challenge our customers and partners are facing every day and they understand that this challenge is only growing bigger in this Hybrid IT world. We look forward to tapping into their expertise and business network to further accelerate our growth."

Shea & Company as well as Allen & Overy served as advisors to the Company.

For more information, please visit [Lansweeper.com](https://www.lansweeper.com)

About Lansweeper

Lansweeper is an IT asset management software provider helping businesses better understand, manage and protect their IT devices and network. Lansweeper helps customers minimize risks and optimize their IT assets by providing actionable insight into their IT infrastructure at all times, offering trustworthy, valuable, and accurate insights about the state of users, devices, and software. Since its launch in 2004, Lansweeper has been developing a software platform that scans and inventories all types of IT devices, installed software and active users on a network - allowing organizations to centrally manage their IT.

The Lansweeper platform currently discovers and monitors around 100 million connected devices from 25,000+ customers, including Mercedes, FC Barcelona, Michelin, Sony, Carlsberg, Nestlé, IBM, Maersk and Samsung to governments, banks, NGOs, and universities, driven by its 150+ strong teams in Belgium, Spain, Italy, Ireland, UK and the USA.

About Insight Partners

Insight Partners is a leading global venture capital and private equity firm investing in high-growth technology and software ScaleUp companies that are driving transformative change in their industries. Founded in 1995, Insight Partners has invested in more than 400 companies worldwide and has raised through a series of funds more than \$30 billion in capital commitments. Insight's mission is to find, fund, and work successfully with visionary executives, providing them with practical, hands-on software expertise to foster long-term success. Across its people and its portfolio, Insight encourages a culture around a belief that ScaleUp companies and growth create opportunity for all.

About Dovesco

Dovesco is a leading mid-market Belgian private equity investment firm part of the Domo Investment Group, owned by the Jan De Clerck Family, active in (i) the chemicals industry through Domo Chemicals, (ii) private equity through Dovesco and, (iii) real estate through Alinso. Dovesco's investment strategy consists of partnering with ambitious business owners and management teams to accelerate the growth of their businesses, both organically and, where appropriate, through strategic acquisitions. Dovesco invests in profitable cash-generating companies with leading market positions led by strong management teams. Dovesco has made over 20 investments during its recent history.