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**NAVATAR<sup>®</sup>**

WEBINAR:

# **Business Development 2.0. How Dealmakers Find Clients in the Digital Age**

IN PARTNERSHIP WITH:

**ACG<sup>®</sup>**

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# NAVATAR® #1 PRIVATE MARKETS PLATFORM

Navatar is the #1 global cloud software provider for M&A advisors, private equity firms and strategic acquirers, including tools for business development, deal sourcing and deal management.

- 600+ customers in 35+ countries
- 100% SaaS – Salesforce Gold ISV partner
- US, Europe and Asia offices
- Founded in 2004

KPS  
CAPITAL PARTNERS, LP

EVERCORE

HOLLYPORT  
CAPITAL

*Allegiance  
Capital Corporation*

ICG

Berkshire Capital



# AGENDA

- 1. Business Development - Segmentation, Marketing, Lead Scoring**
- 2. Deal Management - Project Management, Due Diligence**
- 3. The ClearSight Advisors Method**
- 4. Audience Questions**



**Ketan Khandkar** is Chief Operating Officer at Navatar, the premier cloud platform for dealmakers. Ketan is a top expert in commercial cloud products and heads the firm's financial services product strategy as well as its operations. He is widely considered a thought leader in the industry and is a frequent participant in various webinars.

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**DEMO**



**Beth Seidler** is a **Co-Founder** and the **Director of Operations** for **Clearsight Advisors**, an investment banking advisory firm. Prior to Clearsight, she worked with the other founders of the firm at Houlihan Lokey and Udata Capital where she assisted in logistical support for client engagements.



# Questions – Get In Touch!

**Nicholas Donato**  
**NAVATAR**<sup>®</sup>

Email: [ndonato@navatargroup.com](mailto:ndonato@navatargroup.com)  
Phone: 212-863-9655 X 3662

**Beth Seidler**  
**CLEAR SIGHT** ADVISORS

Email: [bseidler@clearsightadvisors.com](mailto:bseidler@clearsightadvisors.com)  
Phone: 703-672-3104

