

Bitmovin, a Leading B2B Software as-a-Service and Infrastructure Provider, Welcomes Ian Baglow as Chief Revenue Officer

London, England — September 16, 2021 Renovata & Company is pleased to announce the placement of Ian Baglow as chief revenue officer of Bitmovin, a leading B2B software as-a-service (SaaS) and infrastructure provider for companies building online video services. The online video space is growing rapidly—driven by the transition of viewers from traditional broadcast offerings to online video streaming services—via video on-demand delivered by companies such as Netflix and Amazon Prime; or offered live via Hulu, Dazn and Sling, for example.

Bitmovin’s encoding, player and analytics products power its API-based infrastructure software and SaaS offerings. Customers include media and entertainment companies such as HBO, Warner Media, AT&T, Comcast and NBC—as well as mid-market and earlier-stage businesses that use video for online education, marketing and more.

Currently, Bitmovin has approximately 145 employees globally—in Klagenfurt, Vienna, Berlin, London, Denver and San Francisco locations—as well as remote workers. In 2019 the company grew by 80% in ARR and delivered margins of 80%+. To date, Bitmovin has raised \$57M from Highland Europe, Atomico, YCombinator, Speedinvest and other investors, and is positioned for its next big phase of growth.

“Ian has spent more than 15 years executing business strategies in scale-ups and new markets to meet challenging growth and financial plans,” says Thomas Jepsen, Renovata & Company partner. “As executive vice president and general manager at SilverSky, he established the company as a standalone security SaaS business with 3,500 customers through carve-out and lead sales, marketing and delivery activities. Ian delivered YOY bookings improvement, reduced churn and increased annual revenue per customer.”

Prior to joining Bitmovin, Baglow was general manager, North America, Financial Services at BAE Systems Applied Intelligence. Before that, he was executive vice president and general manager at SilverSky. He joined SilverSky after a 13-year stint at BAE Systems Applied Intelligence, where he held various executive and director-level roles—primarily focused on telco and cyber security. He launched his career as a business consultant and program manager.

This appointment highlights Renovata & Company’s depth and expertise as a search firm and advisor to the leading private- and growth equity-backed digital, SaaS, IoT companies, their boards, and investors across the US and Europe.

About Renovata & Company

Renovata & Company is a global executive search and private equity advisory firm. We are trusted by financial sponsors, their portfolio companies and public corporations to deliver transformational leaders and valuable investment insights. Renovata & Company’s executive search activities are focused on the most complex search assignments—board-level mandates which include board directors, CEOs, CFOs and other C-suite executives, as well as investment professionals and Operating Partners—and we provide strategic counsel to clients across the technology, digital, business services, industrial, consumer and retail sectors. Renovata & Company has relationships with over 50 of the top 100 private and growth equity firms globally. Our private equity advisory services include diligence support, backable executive introductions and deal sourcing delivered by our affiliate, L Capital Advisors. We also make equity co-investments alongside our private equity clients through our investment affiliate, L Capital. We are privately held and operate from five offices across two continents: Boston, Hamburg, London, New York and San Francisco. www.renovata.com

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