

## **Cleo, a B2B Software as-a-Service Company, Welcomes Andrew Skarupa as Chief Financial Officer**

**San Francisco, CA — November 9, 2021** Renovata & Company is pleased to announce the placement of Andrew Skarupa as chief financial officer of Cleo, a business-to-business (B2B) software as-a-service (SaaS) company. Skarupa oversees the company's finance and accounting, business operations, HR, legal and IT departments.

"I believe in the ecosystem integration software category Cleo has defined," Skarupa says. "I share the leadership team's confidence that Cleo, with its advanced cloud B2B integration technology solution, is positioned to make a big, positive difference in the industries it serves."

Backed by H.I.G. Capital, Cleo gives its more than 4,100 customers strategic, "outside-in" visibility into the critical end-to-end business flows across their ecosystems of partners and customers, marketplaces, and internal cloud and on-premises applications. This helps teams drive business agility, accelerate onboarding, modernize key business processes, and capture new revenue streams by reimagining their digital ecosystem through robust application, B2B and data-integration technologies.

"Drew has deep experience with high-growth SaaS businesses, and he has taken companies public and managed mergers and acquisitions from the buy-side and sell-side," says Jeff Yolen, Renovata & Company partner. "He joined RealD's executive team when the company was a pre-revenue start-up, and he transformed it into an NYSE-listed company with revenues of \$300M."

Prior to joining Cleo, Skarupa was chief financial officer and chief operating officer at Forecast5 Analytics, a SaaS EdTech business acquired in 2021 by Frontline Education. Before that, he spent 12 years as chief financial officer and chief operating officer with RealD, a leading global licensor of 3D technologies. Skarupa also held financial leadership roles with RetailNext; Watermark Sports; Alliant Protection Services, Inc.; Malibu Networks; idealab!; MiniMed, Inc. and Deloitte.

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](http://www.renovata.com)

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