

Kallidus, an Industry-Leading Provider of Learning and Talent Management Solutions, Welcomes Remy Piazza as Executive Vice President, North America Operations

San Francisco, CA — August 12, 2022 Renovata & Company is pleased to announce the placement of Remy Piazza as executive vice president, North America operations of Kallidus, a leading provider of human capital management (HCM) software as-a-service (SaaS) and digital learning (DL) for the B2B market, with a sweet spot for organizations with 100 to 3,000 employees.

Kallidus delivers a combination of software and DL that helps organizations accelerate productivity, drive employee engagement, and manage performance. The market for HCM and DL solutions is large and growing and has been accelerated by the pandemic. With two recent acquisitions, Kallidus is strategically positioned in this growth market and has a full software offering to help organizations through the entire employee journey—from hire to highflyer.

The acquisition of Sapling in December 2020 provided Kallidus with a complementary product set and a first footprint in the North American geography. Now the opportunity is to continue bringing the Kallidus and Sapling product sets to the North American market as an integrated value proposition, driving differentiation and customer value.

Piazza is charged with ensuring that Sapling and Kallidus act as one company, with one operating model and one culture. He will play a pivotal role in driving regional growth and integrating Sapling into the Kallidus team.

"Remy is a proven executive leader with experience creating high-performing teams, penetrating new markets, launching innovative go-to-market strategies, and integrating scalable sales operations and enablement," says Jeff Yolen, Renovata & Company partner. "He is a global sales leader with SaaS, technical, financial, team-building, P&L and sales process development experience."

Prior to joining Kallidus, Piazza was an executive member at Pavilion, an exclusive membership for growth operators. Before that, he was chief revenue officer at Cosaic, a workflow solutions provider. Previous leadership roles included chief sales officer, North America, for Bureau Veritas Group; and vice president, sales and strategic partners for EPAY Systems; strategic consultant for TELUS; and country manager, Canada, for Careerbuilder.com.

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 North America 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. 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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