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The Insperity organization has come to feel like an extension of our own team at Mercury Fund. They have leveraged their experience of HR solutions to provide our fund and our portfolio companies with a comprehensive platform to meet our early-stage HR development needs. In our experience, no one can rival the level of care they provide to venture-backed companies.

## **Blair Garrou**

Co-founder and Managing Director Mercury Fund

## Insperity<sup>®</sup> Capital Growth Program

Where your investment companies gain the competitive advantage



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# An HR infrastructure for fast-growing businesses

## Increase the value of your investment

Your end goal is a positive return on your investment. By taking on many HR administration burdens, Insperity enables portfolio companies to focus on building their business and maintaining operational growth.

Consider how a stable human capital infrastructure could enhance the competitive advantage of the businesses you fund:

- Predictability of human resources cost
- Employment-related risk management
- Streamlined HR processes
- Organizational plan
- Developed company culture
- Established policies and procedures
- Employment administration and payroll processing

## The missing piece in the VC relationship

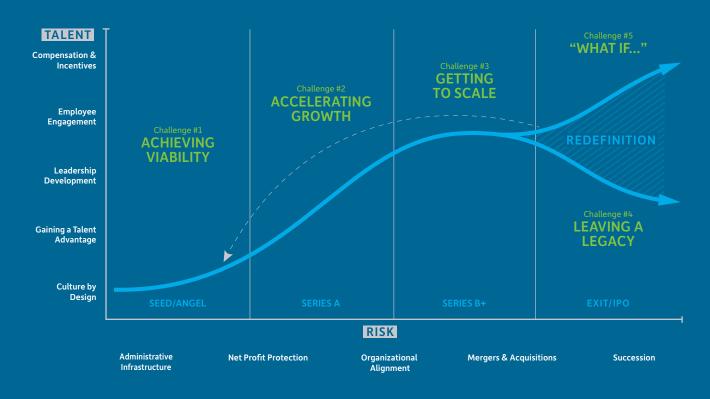
Venture capital financing can provide capital, board governance, hiring assistance, consultation and introductions to strategic partners. But there's a missing link: a human capital solution.

Insperity can fill the void. We can handle many of the daily HR tasks related to payroll, government compliance and benefits plan sponsorship. But we don't stop there. Our team can also help you develop an HR strategy that anticipates needs due to growth and prepares a business for its next big thing.

Because no matter where a business is in its growth phase, there are challenges it will face ...

## Helping businesses succeed in every stage of growth

Insperity's team works with your portfolio companies to determine their unique needs, develop a road map based on growth projections and help implement efficiencies throughout every growth phase.



## Scalable service

As a startup grows from seed to series A, to series B and beyond, it faces challenges in talent management and areas of risk. Having the right human capital strategies in place is a key driver to overcoming the next challenge. Here's how Insperity can help along the way:

## Seed/Angel

- Culture by design
- Key-position hiring assistance

#### **Series A**

- Administrative infrastructure
- Talent acquisition and retention
- Leadership development
- Employer liability reduction assistance

#### Series B+

- Organizational alignment
- Management training
- Culture-based recruiting

#### Exit/IPO

- Cultural compatibility analysis
- HR practices reviews
- Ready HR infrastructure for sale or exit