

Digital Map Products

Unlocking the Power of Location for Everyday Use



“A lot of firms want to come in and put their own playbook in place. They view it as buying your business. Silversmith was more interested in a partnership”

Jim Skurzynski / Founder & CEO

OVERVIEW

- Location
Irvine, CA
- Founder & CEO
Jim Skurzynski
- Founded
2000
- Industry
Data & Analytics
- Prior Investment History
Local Venture Firm, Friends & Family
- Company
Provider of SaaS-based geospatial technology solutions, enabled by a proprietary parcel-level database and application platform

BACKGROUND

DMP’s co-founders, Jim Skurzynski and Geoff Wade, had built the business with limited outside capital since founding DMP in 2000. They were at a stage in their careers where they intended to retire within a ~3-5 year horizon but knew DMP’s potential had yet to be fully realized. They were interested in an investment partner to assist them in scaling and professionalizing their business prior to an ultimate sale, and sought a partner that was helpful and supportive, without being overly intrusive in day-to-day operations.

PARTNERSHIP WITH SILVERSMITH

Silversmith helped DMP build out its executive team, complete accretive M&A and make operational improvements to ultimately drive to a successful exit in 2019.

- Supported recruitment of key management team members to position DMP for greater scale, including CFO, VP Marketing, VP Sales, and an independent Board Member
- Sourced, led, and supported diligence and financing for two (2) accretive acquisitions that meaningfully expanded DMP’s addressable market and product portfolio, DMTI Spatial (Canada) and Mexico Business Directory (Mexico)
- Silversmith facilitated introduction and managed sale process with DMP’s ultimate acquiror, LightBox

DMP’S SPATIALSTREAM PLATFORM

