



Within3 Raises over \$100 Million in Growth Funding to Fuel Rapid Global Expansion

Life science companies worldwide are using Within3 as their primary platform for enterprise-wide virtual communication.

LAKEWOOD, Ohio--(September 24, 2020)--Within3, the leading enterprise-wide solution for life science collaboration and communication, closed over \$100 million in growth funding in a financing round led by Insight Partners, with participation from Silversmith Capital Partners. The funding will be used to accelerate product innovation, build infrastructure to outpace growing demand, and fuel international expansion.

20 out of the top 20 pharmaceutical companies already use Within3 for global collaboration to bring drugs to market more quickly, publish clinical studies, host advisory boards and engage virtually on any business initiative with multi-stakeholder involvement. With users in over 150 countries and thousands of implementations worldwide, Within3 is the pioneer in enabling complex virtual communication in a secure environment. Each implementation is carefully designed to drive business outcomes and allows asynchronous participation supplemented with real-time touchpoints. Always-available reporting and analytics ensure real-time alignment of program goals. Within3's unique combination of real-time and over-time communication drive the highest level of engagement and strong, measurable business results across the enterprise.

"Global demand for our solution is surging at an unprecedented rate," said Lance Hill, CEO of Within3. "Life science companies are looking for virtual work solutions that exceed the level of engagement of traditional live interactions, meet all their compliance needs, and that will scale across the enterprise. They have found that solution with Within3."

"The funding will allow us to accelerate our growth and product pipeline to continue to meet the growing demand from the market," continued Hill. "We will be able to accelerate new innovations in our product roadmap and bring our customers smarter, more innovative solutions faster."

"Investment opportunities in companies like Within3 don't come around very often," said Deven Parekh, Managing Director at Insight Partners. "The company has seen explosive growth over the last 12 quarters and continues to break new records each month. Their unparalleled ability to enable companies to achieve the results they desire faster and cheaper, and scale across the enterprise solving complex problems in all divisions of an organization sets them apart from other virtual engagement solutions. At a time when collaboration, communication and cooperation are more critical than ever across the global life sciences ecosystem, we are excited to bring our strategic operations expertise to help Within3 scale." Parekh, along with Insight Partners' Managing Directors Adam Berger and Ross Devor will join Within3's board.

With over 80 compliance features, translation into more than 100 languages and a world-class client success team that is a part of every single implementation, life science companies are

turning to Within3 as an enterprise-wide solution and their primary resource for stakeholder engagement.

Aeris Partners LLC served as the exclusive financial advisor to Within3. Willkie Farr & Gallagher served as legal advisors to Insight, and Kirkland and Ellis represented Silversmith Capital Partners.

ABOUT WITHIN3

Within3 invented a better way for life sciences companies to have conversations with the people who matter most—from doctors to patients to payers, and more. Our virtual engagement platform gives stakeholders the freedom to communicate anytime, anywhere, on any device. With practical tools to foster meaningful discussions and a dedicated client success team on every project, most Within3 projects achieve 100% stakeholder participation. Learn more at www.within3.com or follow us on Twitter @Within3.

ABOUT INSIGHT PARTNERS

Insight Partners is a leading global venture capital and private equity firm investing in high-growth technology and software ScaleUp companies that are driving transformative change in their industries. Founded in 1995, Insight Partners has invested in more than 400 companies worldwide and has raised through a series of funds more than \$30 billion in capital commitments. Insight's mission is to find, fund, and work successfully with visionary executives, providing them with practical, hands-on software expertise to foster long-term success. Across its people and its portfolio, Insight encourages a culture around a belief that ScaleUp companies and growth create opportunity for all. For more information on Insight and all its investments, visit www.insightpartners.com or follow us on Twitter @insightpartners.

ABOUT SILVERSMITH CAPITAL PARTNERS

Founded in 2015, Silversmith Capital Partners is a Boston-based growth equity firm with \$1.1 billion of capital under management. Silversmith's mission is to partner with and support the best entrepreneurs in growing, profitable technology and healthcare companies. The partners have over 75 years of collective investing experience and have served on the boards of numerous successful growth companies.

Contacts

Whitney Hausmann
whausmann@within3.com