

## Media Release

August 29, 2017

### **Sapience Analytics Announces Investment from Credit Suisse Asset Management's NEXT Investors**

#### ***Frank Fanzilli and Greg Grimaldi Join Board of Directors; Industry Veteran Bradley Killinger Appointed President***

New York, NY and Pune, India, August 29, 2017 - **Sapience Analytics, an innovative People Analytics solution company, announced today a majority investment from Credit Suisse Asset Management's NEXT Investors.** The NEXT investment will be primarily used to accelerate Sapience Analytics' expansion into the US market.

Founded in 2009 with the vision to transform people, processes and productivity, Sapience Analytics is a market leader in People Analytics and provides a unique enterprise workforce analytics and efficiency solution. Sapience delivers unprecedented visibility into work patterns and behavior in an organization, which is being used by leaders of over 70 major customers to make better informed decisions and improve operating efficiencies across their enterprises. The Sapience platform focuses on helping companies achieve improved efficiencies for staffing, workload optimization, process improvement, robotic process automation, and outsourcing governance.

"We are seeing rapid growth for Sapience in the US market. We stand to benefit from our relationship with the NEXT team and their rich industry network which will enhance our ability to accelerate further," said Shirish Deodhar, CEO and Co-Founder of Sapience Analytics. "As a result of this investment, our headquarters will be relocated to the U.S., and we will continue to make strong management additions and add experienced board members to help capture a greater share of the large global enterprise market. Sapience is a unique People Analytics solution, and unlike other products, is based on automated capture and inferencing of work trends rather than any external or subjective people data."

Greg Grimaldi, Portfolio Manager, NEXT Investors at Credit Suisse Asset Management, said, "With operational efficiency and human capital productivity continuing to be a focus for the financial services industry, businesses need to be smarter in how they deploy resources and allocate workflow. Sapience Analytics helps solve a big pain point by empowering large institutions to efficiently manage human capital resources to help optimize work streams across an increasingly disparate workforce made up of permanent staff, third-party vendors, consultants, and contractors."

Joining the Sapience Analytics board of directors are Frank Fanzilli, Senior Advisor to NEXT Investors and former Global CIO at Credit Suisse First Boston, and Corporate Director at EnterpriseDB, SugarCRM, and Linux Foundation, and Mr. Grimaldi. As part of this investment, industry veteran Bradley Killinger has also joined as the President of the company, leading the North American business as well as global sales and marketing. His background includes prior leadership positions at IBM, Oracle, Unisys, among other firms.

“The Sapience platform has a unique value proposition that helps customers significantly improve workforce productivity while also improving employee engagement. Our technology-agnostic approach allows for fast and easy deployments that enable early ROIs for our customers. I am thrilled to be joining such an innovative company as we help define the People Analytics market,” said Mr. Killinger.

Sapience Analytics is helping more than 100,000 users and over 70 enterprises across 12 countries to move the needle on employee engagement, organizational productivity, and business profitability. The company’s current client base comes from Fortune Global 200 enterprises, top 50 global IT services firms, engineering, finance, and business process outsourcing companies.

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### **About Sapience Analytics ([www.sapience.net](http://www.sapience.net))**

Sapience is an innovative People Analytics @ Work solution. At the individual level, it empowers users to own their productivity and wellness through mindful work. At the enterprise level, managers and CxOs get accurate Work Pattern and Capacity Utilization insights across every business dimension of interest, enabling them to align their talent pool to strategic needs. Sapience is helping over 100,000 users at 70+ enterprises across 12+ countries to move the needle on employee engagement, organization productivity and business profitability.

Recognized by Gartner as a Cool Vendor, Sapience is the recipient of several industry awards for its innovative product and fast growth, including Dun & Bradstreet, Frost & Sullivan, TiE50 – Bay area, NASSCOM, and IDG Channel World.

### **About Credit Suisse AG**

Credit Suisse AG is one of the world's leading financial services providers and is part of the Credit Suisse group of companies (referred to here as 'Credit Suisse'). As an integrated bank, Credit Suisse offers clients its combined expertise in the areas of private banking, investment banking and asset management. Credit Suisse provides advisory services, comprehensive solutions and innovative products to companies, institutional clients and high-net-worth private clients globally, as well as to retail clients in Switzerland. Credit Suisse is headquartered in Zurich and operates in over 50 countries worldwide. The group employs approximately 46,230 people. The registered shares (CSGN) of Credit Suisse's parent company, Credit Suisse Group AG, are listed in Switzerland and, in the form of American Depositary Shares (CS), in New York. Further information about Credit Suisse can be found at [www.credit-suisse.com](http://www.credit-suisse.com).