



FOR IMMEDIATE RELEASE

Gainsight expands operations to Phoenix ***Recently named one of Inc. Magazine's fastest growing private companies***

PHOENIX (November 18) – Gainsight, a Silicon Valley-based technology company focused on customer success, has announced an expansion to Phoenix. The company's new corporate marketing headquarters will be housed at the 111 W. Monroe building downtown.

Led by CEO Nick Mehta, Gainsight made a major [announcement](#) last Thursday with a new \$50 million Series D funding round backed by Insight Venture Partners. The company was also named to this year's Inc. Magazine's fastest growing private companies list, ranking 48th overall.

"We are incredibly excited to build a world-class organization in Phoenix and to play an active role in the emerging Customer Success and Enterprise SaaS communities here in the Valley of the Sun," said Anthony Kennada, Vice President of Marketing at Gainsight. "We were drawn to Phoenix primarily due to the amazing talent pool and to the entrepreneurial spirit that ties the #yesPHX community together. We hope that Gainsight can play a small, but important, role in helping to define the future of our community."

Gainsight has experienced record growth this past quarter, with a 252% year-over-year growth, having added several new "Customer Success" pioneers to their growing client list.

"A Silicon Valley company like Gainsight setting up their marketing headquarters in Downtown Phoenix is a sign that our tech sector is starting to pop," said Mayor Greg Stanton. "The feedback we got from Gainsight is exactly what we like to hear, which is they recognized and responded to our talent pool, downtown lifestyle, amenities and the confluence of other startups and tech firms in the area."

"This movement of fast-growing tech companies, such as Gainsight, expanding out of California is ultimately tied to the availability of a skilled workforce and strong tech culture in the Greater Phoenix region," said Chris Camacho, president and CEO of the Greater Phoenix Economic Council. "We are excited to Gainsight continue its growth in this market, further adding to the next generation of tech in Greater Phoenix."

"It is an honor to have Gainsight join the next generation of technology companies moving into Downtown Phoenix," said Councilman Michael Nowakowski. "Downtown is quickly becoming a hub for tech companies that prefer an urban environment where they can network and reinvest in the community."

Mathew Avrhami, Vice President with Rialto Capital Management, part of the ownership team at The Monroe Building added, "Gainsight is an exciting addition to the Monroe building as we continue to grow our ecosystem of entrepreneurial, technology and supporting businesses. The decision to locate in the amenity rich employment core of downtown Phoenix reflects a larger trend of technology businesses

seeking a cost effective way to scale while maintaining access to specialized labor and a tech community.”

Company executives will join Phoenix Mayor Greg Stanton, Councilmember Michael Nowakowski and GPEC President and CEO Chris Camacho for the official kick-off celebration for the new Phoenix location Wednesday. The operations in Phoenix will focus on the company's core mission of helping businesses drive customer outcomes through their products and services, and will house Gainsight's growing Sales and Marketing department as well as a team of Customer Success Managers.

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About Gainsight™

Gainsight, the Customer Success company, helps businesses grow faster by reducing churn, increasing upsell, and driving customer advocacy. Gainsight's product helps you touch customers effectively, track customer health consistently and transform the way your company orients around the customer. Gainsight provides a 360° view of customers and drives retention across Customer Success, sales, marketing, executive and product management. Learn how leading companies like Adobe, Box, DocuSign, HP, Marketo, Nutanix and Workday use Gainsight to help their customers succeed at www.gainsight.com.

About the Greater Phoenix Economic Council (GPEC)

A true public-private partnership, GPEC is the regional economic development organization for Greater Phoenix. Working with its 23 member communities, Maricopa County and more than 170 private investors, GPEC attracts quality businesses to this dynamic region. By creating a high-performance economy through capital investments and jobs, Greater Phoenix companies enjoy a business climate where they can compete and thrive in today's global economy. Since 1989, GPEC has worked to achieve an economically sound and sustainable region. For more information, visit www.gpec.org