

Creating exceptional customer experiences



## STRATA

### OVERVIEW

Founded in 2019, Strata Identity provides an identity orchestration platform designed specifically for hybrid and multi-cloud environments that enable users to easily manage distributed identity systems. The company has headquarters in Boulder, Colorado.

Strata Identity has raised \$40m, investors include: Telstra Ventures, Menlo Ventures, and Forgepoint Capital.

### CONTEXT

Stanton House started working with Strata Identity after they raised their Series B of \$26m. Their mission was to grow the business from \$8m-\$20m in the following 18 months.

### OUTCOME

Stanton House went on to secure 6 people to join Strata's GTM team in 6 months, those placements included:

- VP of Sales
- Regional Sales Director
- Regional Sales Manager, West
- Regional Sales Manager, Southeast
- Sales Engineer
- Sales Development Director

*"Nick has been a consistently strong partner as Strata has rebuilt parts of its sales and now engineering teams. Nick takes the time to really understand what we're looking for and ensures that the follow-up and all details are covered. We now prioritize Stanton House for our important searches because of Nick's support."*

*CEO and Co-Founder of Strata Identity*

