

Structured Capital for Technology Growth & Scale

Pilothouse specializes in providing flexible debt capital to technology companies navigating the gap between venture funding rounds, preparing for strategic exits, or seeking non-dilutive growth capital. We understand the unique dynamics of SaaS, software, and tech-enabled businesses—from recurring revenue models to customer acquisition economics.

Our Technology Focus

SaaS & Software

- B2B SaaS platforms
- Enterprise software
- Vertical SaaS
- API & infrastructure
- DevOps & security tools

Tech-Enabled Services

- Fintech & payments
- Digital marketplaces
- E-commerce platforms
- Managed services
- Data & analytics

Growth Stage

- Post-Series A/B/C
- \$5M+ ARR
- Proven unit economics
- Path to profitability
- Pre-IPO / exit prep

Capital Solutions for Technology Companies

Growth Debt & Venture Debt

Non-dilutive capital to extend runway between equity rounds, fund customer acquisition, or scale operations. Structures include:

- \$5M-\$50M+ facilities tied to ARR or revenue
- Interest-only periods aligned with growth milestones
- Minimal or no warrants for profitable companies
- Flexible covenants for high-growth businesses

Acquisition & Recapitalization

Structured debt for M&A, founder liquidity, or balance sheet optimization ahead of strategic exits. Use cases include:

- Roll-up strategies & platform acquisitions
- Secondary buyouts & management recaps
- Bridge financing for pending transactions
- Refinancing expensive equity or legacy debt

Why Technology Companies Choose Pilothouse

✓ Revenue-Based Underwriting

We evaluate ARR, churn, LTV:CAC, and unit economics—not just EBITDA

✓ Flexible Structures

Covenant-lite, PIK interest, and milestone-based structures available

✓ Fast Execution

Term sheets in 2-3 weeks, funding in 4-6 weeks for qualified companies

✓ Institutional Network

Access to tech-focused lenders and credit funds with deep sector expertise

\$5mm - \$250mm+

Placement Range

4-6 Weeks

Typical Close Timeline

635 Points

Verification Framework