



EMERGING TECH RESEARCH

# Infrastructure SaaS Report

VC trends and emerging opportunities



**Q1**  
2024

## REPORT PREVIEW

The full report is available through  
the PitchBook Platform.



# Contents

Vertical update	3
Q1 2024 timeline	5
Infrastructure SaaS landscape	6
Infrastructure SaaS VC ecosystem market map	7
VC activity	8
<b>Emerging opportunity</b>	<b>17</b>
Generative AI in network operations	18
<b>Select company highlight</b>	<b>20</b>
Zenoss	21

## Institutional Research Group

### Analysis



**Derek Hernandez** Senior Analyst, Emerging Technology  
derek.hernandez@pitchbook.com  
pbinstitutionalresearch@pitchbook.com

### Data

**Matthew Nacionales** Senior Data Analyst

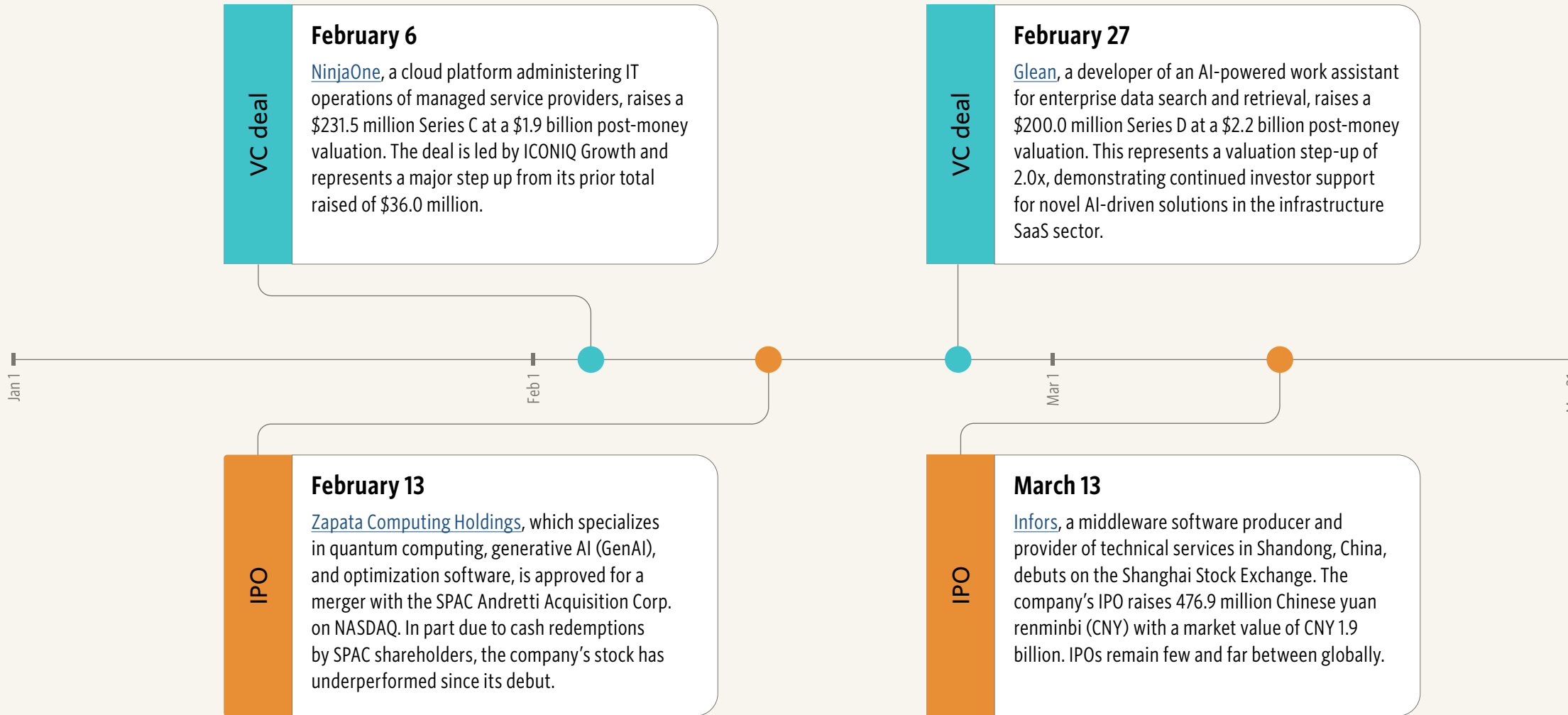
## Publishing

Report designed by **Jenna O'Malley** and **Joey Schaffer**

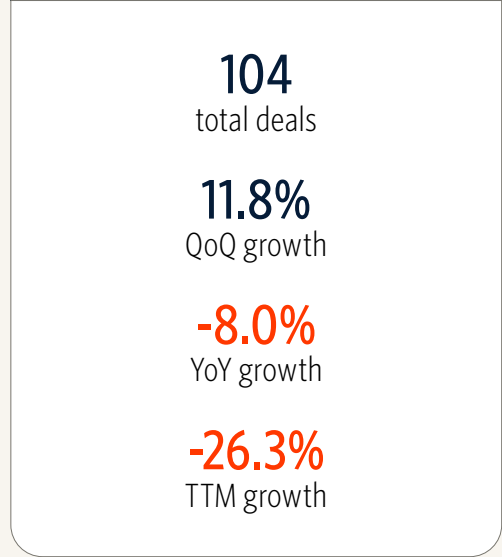
Published on May 14, 2024



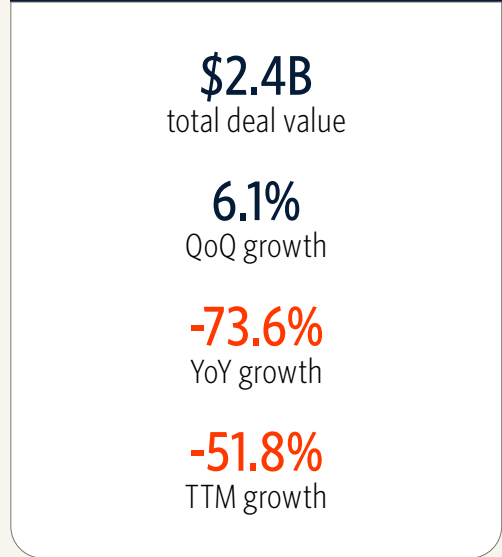
# Q1 2024 timeline



## Q1 VC deal count summary



## Q1 VC deal value summary





# Infrastructure SaaS landscape

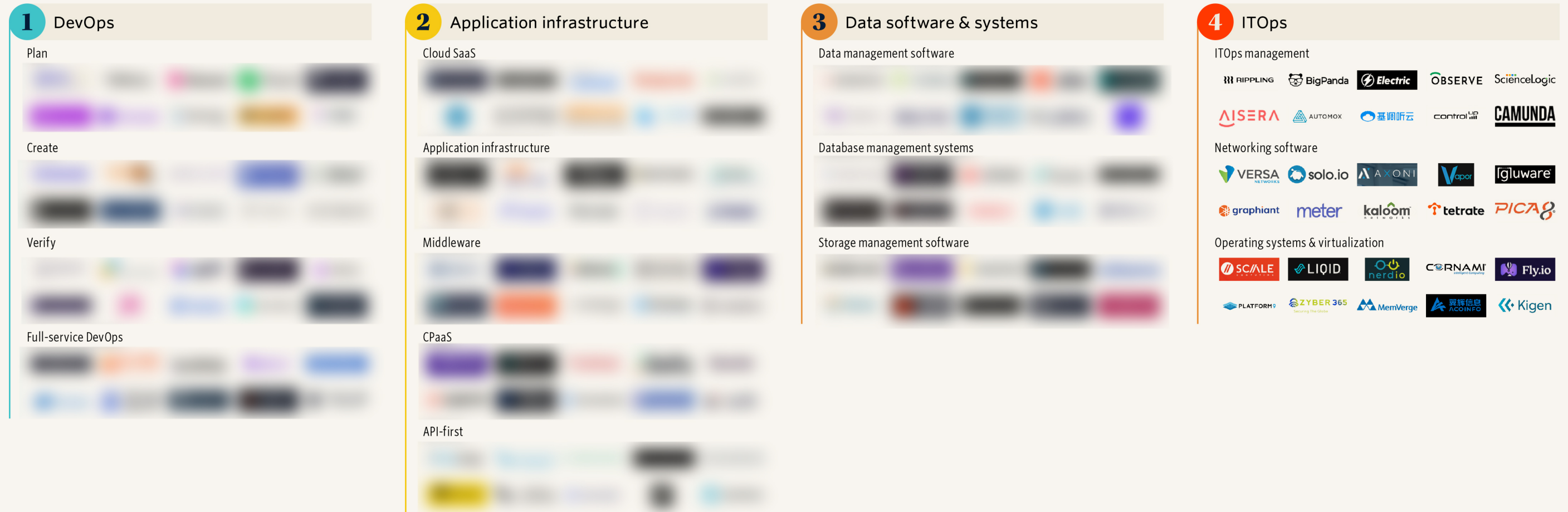
- 1 DevOps
- 2 Application infrastructure
- 3 Data software & systems
- 4 ITOps





# Infrastructure SaaS VC ecosystem market map

This market map is an overview of venture-backed or growth-stage companies that have received venture capital or other notable private investments. [Click to view the full map on the PitchBook Platform.](#)



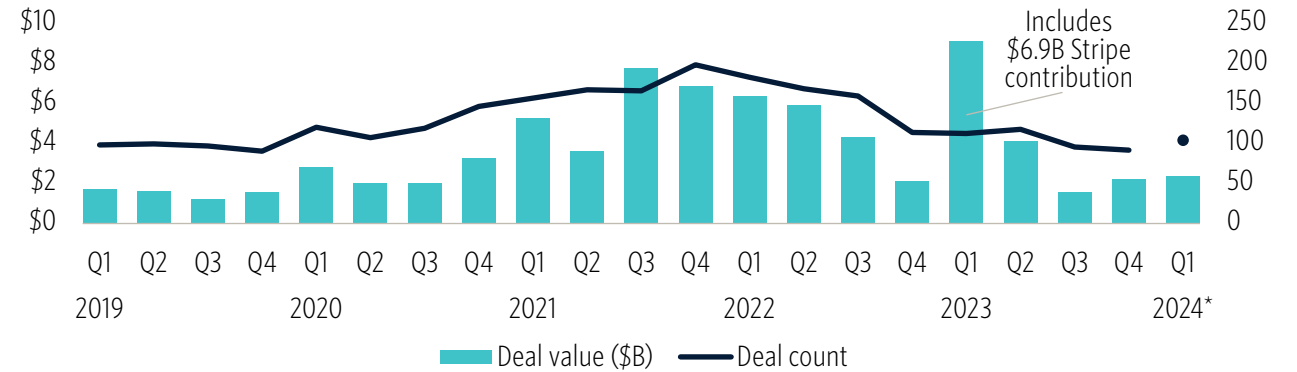


# VC activity

For infrastructure SaaS, Q1 2024 was a solid rebuilding quarter following the pandemic-fueled exuberance of 2020 to 2022, demonstrating continued resilience and a slow recovery from the lows reached in 2023. Excluding an outsized deal in Q1 2023, deal value in Q1 2024 increased 6.5% YoY, while deal count decreased 8.0% YoY. Despite the lower deal count YoY, the average value per deal increased to \$23.2 million, up from \$20.1 million in Q1 2023. From a quarter-over-quarter perspective, both deal value and count increased by 6.1% and 11.8%, respectively. This is a slight deceleration from the recovery posted last quarter, though both deal counts and values are continuing to recover. While Q1 alone is not yet indicative of full-year 2024, this stands as a solid quarter from which the remaining quarters can progress from.

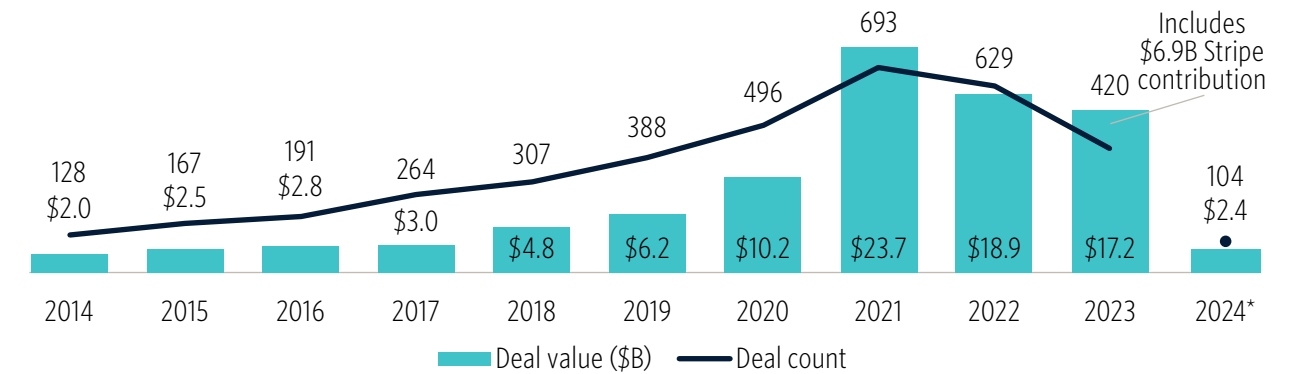
Broken down by segment, strong investment continued across all dimensions of the digital infrastructure of modern enterprises, led by DevOps and data software & systems. Q1 2024 deal count had a clear progression, led by DevOps (35 deals, 33.7% of total), and followed by data software & systems (29, 27.9%), application infrastructure (25, 24.0%), and ITOps (15, 14.4%). This was also reflected in Q1 deal value raised, though ITOps' lower deal count outperformed deal value relative to application infrastructure. From most to least deal value, DevOps (\$814.5 million, 33.7% of total) led the vertical, followed by data software & systems (\$622.2 million, 25.8%), ITOps (\$562.2 million, 23.3%), and ending with application infrastructure (\$414.6 million, 17.2%). As implied above, the average deal value per deal count was highest in ITOps (\$37.5 million), then DevOps (\$23.3 million), then data software & systems (\$21.5 million), and finally application infrastructure (\$16.6 million).

## Infrastructure SaaS VC deal activity by quarter



Source: PitchBook • Geography: Global • \*As of March 31, 2024

## Infrastructure SaaS VC deal activity



Source: PitchBook • Geography: Global • \*As of March 31, 2024



## VC ACTIVITY

### Key infrastructure SaaS early-stage VC deals in Q1 2024\*

Company	Close date	Segment	Category	Deal value (\$M)	Post-money valuation (\$M)	Lead investor(s)
<a href="#">Magic</a>	February 12	DevOps	Create	\$117.3	\$500.0	Nat Friedman
<a href="#">Together</a>	March 13	DevOps	Full-service DevOps	\$106.0	\$1,250.0	Salesforce Ventures
<a href="#">Eclipse</a>	March 11	DevOps	Create	\$50.0	N/A	Hack VC, Placeholder Capital
<a href="#">Unstructured</a>	March 14	Data software & systems	Data management software	\$43.2	\$223.2	Menlo Ventures
<a href="#">Coalesce</a>	March 21	Data software & systems	Data management software	\$42.2	N/A	N/A
<a href="#">Anomalo</a>	January 24	Data software & systems	Data management software	\$33.0	\$150.0	SignalFire
<a href="#">Flutterflow</a>	January 11	DevOps	Full-service DevOps	\$25.5	\$170.0	<a href="#">GV</a>
<a href="#">Fireworks AI</a>	March 27	DevOps	Full-service DevOps	\$25.0	N/A	Benchmark
<a href="#">Tell.Money</a>	March 14	Application infrastructure	Middleware	\$24.0	N/A	N/A
<a href="#">Lago</a>	March 14	DevOps	Verify	\$22.0	\$75.0	FirstMark Capital

Source: PitchBook • Geography: Global • \*As of March 31, 2024



## VC ACTIVITY

### Key infrastructure SaaS late-stage VC deals in Q1 2024\*

Company	Close date	Segment	Category	Deal value (\$M)	Post-money valuation (\$M)	Lead investor(s)
<a href="#">NinjaOne</a>	February 6	ITOps	IT operations management	\$231.5	\$1,900.0	ICONIQ Growth
<a href="#">Glean</a>	February 27	DevOps	Plan	\$200.0	\$2,200.0	Kleiner Perkins, Lightspeed Venture Partners
<a href="#">Celestial AI</a>	March 27	Data software & systems	Data management software	\$175.0	\$1,175.0	US Innovative Technology Fund
<a href="#">Luminary Cloud</a>	March 13	Application infrastructure	Middleware	\$115.0	N/A	Sutter Hill Ventures
<a href="#">Observe</a>	March 27	ITOps	IT operations management	\$115.0	N/A	Sutter Hill Ventures
<a href="#">Atlan</a>	March 19	Data software & systems	Data management software	\$77.5	\$450.0	Insight Partners, Salesforce Ventures, Sequoia Capital
<a href="#">Meter</a>	March 20	ITOps	Networking software	\$72.1	\$372.0	Lachy Groom, Sam Altman
<a href="#">ZEDEDA</a>	February 7	ITOps	IT operations management	\$72.0	\$361.0	Smith Point Capital
<a href="#">Ocient</a>	March 11	Data software & systems	Data management software	\$49.4	N/A	Greycroft, OCA Ventures
<a href="#">Baseten</a>	March 4	Application infrastructure	Application infrastructure	\$40.0	\$220.0	IVP, Spark Capital

Source: PitchBook • Geography: Global • \*As of March 31, 2024



## SELECT COMPANY HIGHLIGHTS: ZENOSS

### Management

The company is led by Greg Stock, Chairman and CEO, who has over 20 years of executive leadership experience across multiple successful exits including Vovici (acquired), Mirage Networks (acquired), Vastera (IPO), and Manugistics (IPO). Stock has also been recognized as a multiyear EY Entrepreneur of the Year finalist. The rest of the leadership team has many decades of experience in their roles and related functions. We are confident that [Zenoss](#) is enabled to continue to develop its products and near-term advancements with the guidance of this leadership team. Although we believe the company is prepared to take on a public listing due to its history, growth, and leadership development, our Exit Predictor is not bullish on the prospect, and we continue to expect M&A as a potential exit for [Zenoss](#).

### Competitors

Many established competitors exist within IT monitoring, both massive well-capitalized incumbents and long-standing providers of ITOps solutions. Among the largest players are Datadog, [ServiceNow](#), [Cisco Systems](#), [Hewlett Packard Enterprise](#), [Juniper Networks](#), Palo Alto Networks, and VMware. [Zenoss](#) is a much smaller company by comparison. Other companies near [Zenoss](#)' scale include [ScienceLogic](#) (\$214.0 million raised to date), LogicMonitor (\$18.0 million raised), and Virtana (\$218.0 million raised). We expect [Zenoss](#) to compete fiercely across this developing solution space.

### Financing history

Series A	Series B	Series B1	Series C	Series C1	Series C2
<b>August 11, 2006</b>	<b>December 19, 2007</b>	<b>June 9, 2010</b>	<b>September 24, 2012</b>	<b>October 30, 2019</b>	<b>January 30, 2023</b>
<b>Total raised</b> \$5.0M	<b>Total raised</b> \$11.0M	<b>Total raised</b> \$4.9M	<b>Total raised</b> \$25.5M	<b>Total raised</b> \$7.5M	<b>Total raised</b> \$4.0M
<b>Pre-money valuation</b> \$5.5M	<b>Pre-money valuation</b> \$20.0M	<b>Pre-money valuation</b> \$34.1M	<b>Pre-money valuation</b> \$100.0M	<b>Pre-money valuation</b> \$136.0M	<b>Pre-money valuation</b> \$146.0M
<b>Investor(s)</b> Intersouth Partners and Boulder Ventures	<b>Investor(s)</b> Grotech Ventures, Intersouth Partners, and Boulder Ventures	<b>Investor(s)</b> Grotech Ventures, Intersouth Partners, and Boulder Ventures	<b>Investor(s)</b> Summit Partners	<b>Investor(s)</b> ORIX Growth Capital	<b>Investor(s)</b> N/A

# About PitchBook Industry and Technology Research

## Independent, objective, and timely market intel

As the private markets continue to grow in complexity and competition, it's essential for investors to understand the industries, sectors, and companies driving the asset class.

Our Industry and Technology Research provides detailed analysis of nascent tech sectors so you can better navigate the changing markets you operate in—and pursue new opportunities with confidence.

©2024 by PitchBook Data, Inc. All rights reserved. No part of this publication may be reproduced in any form or by any means—graphic, electronic, or mechanical, including photocopying, recording, taping, and information storage and retrieval systems—without the express written permission of PitchBook Data, Inc. Contents are based on information from sources believed to be reliable, but accuracy and completeness cannot be guaranteed. Nothing herein should be construed as any past, current or future recommendation to buy or sell any security or an offer to sell, or a solicitation of an offer to buy any security. This material does not purport to contain all of the information that a prospective investor may wish to consider and is not to be relied upon as such or used in substitution for the exercise of independent judgment.

## PitchBook Data, Inc.

**John Gabbert** Founder, CEO

**Nizar Tarhuni** Vice President, Institutional Research and Editorial

**Paul Condra** Head of Emerging Technology Research

## Additional research

**Eric Bellomo**  
eric.bellomo@pitchbook.com  
Gaming  
E-Commerce

**Brendan Burke**  
brendan.burke@pitchbook.com  
Data Analytics  
Information Security  
Artificial Intelligence & Machine Learning

**Aaron DeGagne**  
aaron.degagne@pitchbook.com  
Medtech  
Digital Health

**Alex Frederick**  
alex.frederick@pitchbook.com  
Agtech  
Foodtech

**Jonathan Geurkink**  
jonathan.geurkink@pitchbook.com  
Supply Chain Tech  
Mobility Tech

**Kazi Helal**  
kazi.helal@pitchbook.com  
Biopharma  
Pharmatech

**Derek Hernandez**  
derek.hernandez@pitchbook.com  
Enterprise SaaS  
Infrastructure SaaS

**Ali Javaheri**  
ali.javaheri@pitchbook.com  
Emerging Spaces

**Robert Le**  
robert.le@pitchbook.com  
Insurtech  
Crypto

**John MacDonagh**  
john.macdonagh@pitchbook.com  
Carbon & Emissions Tech  
Clean Energy Tech

**Rebecca Springer**  
rebecca.springer@pitchbook.com  
Healthcare Services  
Healthcare IT

**Rudy Yang**  
rudy.yang@pitchbook.com  
Enterprise Fintech  
Retail Fintech