



Pemba
Capital Partners



JobReady

Pemba Capital Partners – a leading investor in the Australian and New Zealand Business services sector, has invested in JobReady, a leading software provider across Education and Employment services.

Education Technology Solutions

JobReady

JobReady was looking to partner with an experienced technology investor to accelerate its growth in its core markets, as well as by launching new products and technologies.

The owners believed Pemba Capital Partners stood out due to its strong track record of supporting technology providers to achieve sustainable growth, by balancing organic product and business development with growth through value-enhancing bolt-on acquisitions and strategic partnerships.

THE DEAL

Pemba Capital Partners, a leading investor in the Australian and New Zealand technology sector, has invested in JobReady, the number one provider of modern and mobile software for the Education and Employment sectors.

ABOUT JOBRREADY

Founded over 20 years ago, and based in Sydney, JobReady (www.JobReady.com.au) provides modern and mobile SaaS platforms to assist a wide range of Education and Employment services providers to assess, assist, educate and employ participants, while maintaining their ongoing compliance requirements. JobReady partners with its clients to deliver operational efficiencies, a platform to support business growth and a strong customer experience.

BACKGROUND TO PEMBA CAPITAL PARTNERS' INVESTMENT

The JobReady management team were keen to work with an investor that could help them reach the next stage of their development. Pemba stood out because of its proven track record of partnering with technology providers. The partnership with Pemba allows JobReady to accelerate expansion, through both organic growth and extending the range of services and solutions provided.

JOBRREADY MANAGEMENT TEAM

Pemba has backed JobReady's highly experienced, incumbent management team led by Marc Washbourne (CEO).

Marc has been with the company since 1999, moving into the Managing Director role in 2006. In this time, he has overseen the continued growth of the company and now heads a team of 30 working to service a customer base of over 300 across Australia and beyond.

THE OWNER'S PERSPECTIVE

“JobReady has always had a strong purpose – to bring better technology to Education and Employment. By partnering with Pemba we have found an investor that understands both our market and shares our vision for the future. With the strategic and financial support of Pemba, we are very well positioned to accelerate our growth and take our business to the next level.”

MARC WASHBOURNE – CEO, JOBRREADY

MARKET GROWTH DRIVERS

The constantly changing regulation and move to an outcomes-based funding model has driven complexity in compliance.

Student/candidate administration is a core part of the education and employment services value chain.

THE FUTURE

Pemba will work in partnership with the JobReady management team to grow the business both organically and through carefully selected acquisitions to meet the increasing demand for its services. Pemba will help JobReady to assess and implement value enhancing strategies across its operational value-chain (sales, development, support).

PEMBA CAPITAL PARTNERS & TECHNOLOGY INVESTING

Pemba is a leading investor in the Australian and New Zealand technology sector, with investments in Placard (the regional leader transaction card payments technology), HR3 (a payroll and HR software provider) and now JobReady. Pemba's team is looking to invest in further high-quality technology providers. If you are considering outside investment and would like to find out more about how Pemba partners with its investee companies to achieve significant growth, please call Dan Murray on 02 9256 6399 or email danm@pemba.com.au.