

Founderpath has invested \$180m in non-dilutive capital to 500 B2B software companies.



Built by ex-software founders to provide fast capital in the form of Term Loans and Revenue Financing

	Term Loans	Revenue Financing
Rate	As low as a 15% interest rate	As low as a 7% Discount Rate
Term	Up to 4 years	Up to 2 years
Interest Only Period	Up to 2 years	—
Warrants	None.	None.
Personal Guarantee	None.	None.
Early Payback Available?	Yes	Yes
Time to close	2 weeks	2 days
Funding Available	up to 70% of your annual revenue	up to 50% of your annual revenue
Best for	Scaling CEO's with \$3-\$30m in ARR	Startups with \$3m in ARR

Timeline:

- 2011-2015:** Our founder, Nathan Latka, built his first software company to \$1m in revenue and exited ([Forbes](#))
- 2017:** Latka launched a daily 15 minute SaaS CEO podcast. As of Jan 2025, he's interviewed 3,500 top SaaS founders including [Sid](#) (CEO Gitlab), [Zeb](#) (CEO Clickup), and [Henry](#) (CEO ZoomInfo)
- 2018:** Founders started asking Latka to help them raise debt during podcast episodes
- 2019:** Latka launches \$5m Fund 1. His book, [How to Be a Capitalist](#), hits #3 on the WSJ Bestseller list with 29,185 copies sold.
- 2020:** To speed up the underwriting process, Founderpath.com was launched to give Founders quick analytics, risk factors, and a capital offer
- 2022:** \$25m Fund 2 closed.
- 2023:** SVB collapses. Founderpath [deploys \\$21.5m](#) helping founders refi SVB term loans.
- 2024:** Began raising Fund 3 with \$75m target. Oversubscribed Fund closed at [\\$145m in commitments](#).
- 2025:** \$180m in total capital deployed into 518 software founders.

Most popular use cases:

- 1. Smooth Seasonal Revenue.** You have large customers who pay on net 90, or you close most of your deals in certain times of the year and need a bridge to your next collection period.
- 1. Invest in marketing and sales:** Google ads, Facebook ads, Meta ads, LinkedIn Ads, G2, Capterra, affiliates, hire more AE's, SDR's, BDR's and CSM's.
- 2. Peace of mind:** You want a larger cash cushion on your balance sheet so you can take bigger risks.
- 3. Build product:** You need long term capital to make long term investments in engineering, headcount, and product.
- 4. Buy out teammates who left:** One of your cofounders left early and still has 10-30% equity on the cap table. You'd like the company to buy this equity back so the go forward team owns more.
- 5. Buy out angel investors:** You raised \$100-\$500k early on from small angels. They want liquidity and you want to clean up your cap table.
- 6. Get cash for acquisition negotiation leverage:** You're considering a sale in the next year and want to boost your balance sheet with cash. This will allow you to be more patient in negotiations giving you more power to increase your valuation.

Contact us

founderpath.com
nathan@founderpath.com

Confidential

Testimonials:

Reviews 101 • ★★★★★ 4.9

Steve Benson
★★★★★



Looked through 50 lenders and switched to Founderpath

Founderpath ended up being the cheapest capital on the market. Nathan took no warrants and the 2 year interest only period allows me time to invest. The fact that the paperwork is already in place for me to draw up to \$4.2m gives me clarity and saves me time. With Founderpath we've scaled to \$7m ARR and I've kept most equity. ▶

DELAY DRAW TERM LOAN \$2,800,000

Scott Pielsticker
★★★★★



Used Founderpath to hit \$11m ARR

We wanted to use non dilutive capital to grow before raising equity. We used Founderpath to grow to \$11m in ARR before raising any equity! ▶

REVENUE FINANCING \$1,000,000

Larry Kim
★★★★★



Signed up and got funding in 5 business days

The Founderpath process was impressive. I just connected my stripe, quickbooks, got a score and got funding in 5 business days. I wish all investors were like this. We used Founderpath to generate tens of millions in valuation and paid very little in terms of cost of capital. Founderpath let me payoff with two emails, no penalty. ▶

REVENUE FINANCING \$572,000

Jamie Akhtar
★★★★★



Analytics Dashboard showing cash available was quite useful

We just logged in to our dashboard and got a load of cash. We use a bunch of tools but their analytics tool is quite useful. Founderpath gave us great terms and super quick. I'm from the UK and was so surprised at Founderpath's speed. ▶

REVENUE FINANCING \$1,452,000

Plarent Ymeri
★★★★★



We took two tranches

I had to decide "how do I want to grow" and decided to bootstrap. We knew we could spend on sales and marketing to drive new ARR, that's why we worked with Founderpath. We took 2 tranches and plan to grow 50% this year. Founderpath process was simple and we got a lot of great data out of it that other platforms didn't share. We got funded in 3 days. ▶

REVENUE FINANCING \$1,000,000

Rachel (Kuhr) Conn
★★★★★



Founderpath is the Easy Button

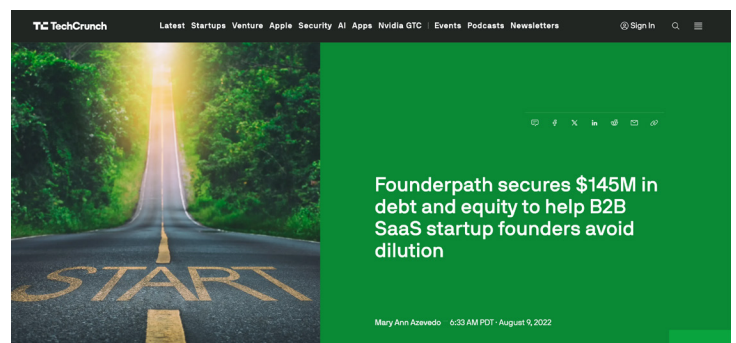
They move very quick, the slowest part of getting money was me. We have a unique business model and they took the time to understand it and get behind us. Looking forward to more rounds together.

REVENUE FINANCING UNDISCLOSED

In The Press:



Founderpath Lends \$20m After SVB Crash



Founderpath Raises \$145m



2024 CEO Retreat (Invite Only)



Founderpath Stage at SaaS