

## Hg May Highlights

Welcome to Hg's monthly digest, designed to keep you updated with news from Hg and our network of portfolio companies. The newsletter can also be found on our [website](#). If you would like to subscribe, please [email us](#).

Alternatively, follow us on [Twitter](#) and [LinkedIn](#)!



### Hg Insight: Advanced Automation

"AI technologies will be embedded in everything we do and everything we see."

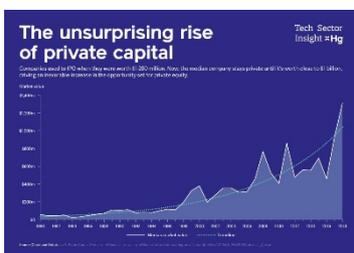
Hg's Nic Humphries discusses the application, impact and evolution of artificial intelligence in the Tax & Accounting universe. [Watch our film](#)

## Our Thinking



### Hg's Data Analytics Mind Map

AI, Machine Learning, Python, Data Lakes ... there's a swamp of technical terms in the world of data. To help, the Hg Data Analytics team has developed an interactive 'Data Mind Map' to avoid getting bogged down in the terminology. [Take a look](#)



### The unsurprising rise of private capital

**CHART OF THE MONTH:** Hg's Director of Research, David Toms, shows that companies used to IPO when they were worth \$1-200 million. Now, the median company stays private until it's worth close to \$1 billion, driving an inexorable increase in the opportunity set for private equity. [See the chart](#)



## Hg's view on Legal Tech

"Around \$500bn is spent on legal services in the US alone...the total IT spend by law firms is only around \$4bn, but, as firms continue to feel client pressure to improve delivery, we'll see more of that spend shift towards software vendors."

[Greg Coates speaks to Legal IT Insider.](#)



## Hg Forum: A Path to Power

At our second annual Women in Leadership Forum, we brought together over 130 female execs from our portfolio to network, collaborate, share ideas and learn from great speakers like Alex Mahon, CEO of Channel 4, Career Psychologist Dr Rob Archer, RADA Coach Sheelagh McNamara and Public Speaking Expert Simon Bucknall. [Watch our film](#)

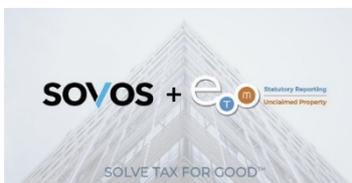
## Portfolio News



## A-Plan's South West deals

The personal lines broker bought Westward Counties and Acer and has assimilated their books of business into its own local branches as it eyes pipeline of buys.

[Read more](#)



## Sovos welcomes ETM

"ETM has a history of innovation in the insurance space, and its management team helped create the core markets the company now leads," said Andrew Hovancik, CEO, Sovos. [Read more](#)



## Allocate celebrates German win

The Northern German Oldenburg Protestant Hospital, is digitising personnel deployment planning for its 1,400 employees using Optima, Allocate's cloud-based duty scheduling system.

[Read more](#)



## Sovos acquires Foriba

"Turkey is a major world trade center, where many of the world's best-known brands have significant presence, and Foriba has a tier-one client base running global ERP systems". John Gledhill, Sovos. [Read more](#)