



Gunderson Dettmer Represented Clari in Merger of Equals with Salesloft

Client News

August 7, 2025

Gunderson Dettmer represented client Clari in its agreement to combine with Salesloft, uniting two leading revenue orchestration platforms.

Clari leverages all structured and unstructured data from every human- and machine-generated revenue interaction into a single, time-series data model, the world's largest of its kind — managing over \$5 trillion in revenue for global enterprises. Salesloft uses purpose-built AI to help market-facing teams prioritize and take action on what matters most, helping solve the complexities of modern B2B sales and unlock revenue efficiency.

The combined company will serve over 5,000 organizations globally across all industries, bringing \$10 trillion in annual revenue under management from enterprise customers such as Adobe, IBM, 3M, Zoom and Shopify. By joining forces, the new company will offer the broadest and deepest revenue AI dataset and workflow footprint — capturing critical buyer signals, thousands of human actions and the revenue outcomes that drive growth. Together, the platforms ingest more than 10 billion revenue actions and 1 trillion data signals.

In the **announcement of the agreement**, Clari co-founder and CEO Andy Byrne, who will lead the newly combined company said, “This merger creates a powerful AI dataset that unlocks a Revenue AI flywheel: the more data ingested, the more users supported, the more workflows running - the richer and more valuable Revenue Context becomes. This is how we turn every signal into action and every action into growth. Ending the Revenue Void for good — where decisions are made in the dark, AI and humans operate blind, and execution is driven by gut feel instead of grounded

in context. This signifies the beginning of a new era for enterprise revenue. It's the beginning of the Autonomous Revenue System — where humans and agents work in sync to unlock new levels of productivity and growth.”

Gunderson Dettmer Partner Ivan Gaviria added, “We are proud to support Clari in this transaction. Being part of the Clari story from incorporation through this complex and landmark transaction epitomizes the Gunderson commitment to long term relationships as an advisor and business partner.”

The Gunderson deal team was led by corporate partner Ivan Gaviria and included corporate partner Jared Mayberry and associates Alexis Persson and Umar Chaudhary, M&A partners Andrew Luh and David Moore, tax partner Mark Foster and associate Morgan Otway, executive compensation partners Michael Richman and Craig Olshan and associate Sofia Rattes, employment and labor of counsel Michael Hui, strategic licensing and transactions partner Gina Marek and data privacy partner Anna Westfelt and regulatory partner Greg Kinzelman.

[See more Gunderson work here.](#)

Companies

[Clari](#)

[Salesloft](#)

Related People

Ivan Gaviria

PARTNER

P +1 650 321 2400

Jared E. Mayberry

PARTNER

P +1 424 214 1820

Alexis T. Persson

ASSOCIATE

P +1 650 463 5284

Umar T. Chaudhary

ASSOCIATE

P +1 650 463 5281

Andrew Luh
PARTNER
P +1 650 463 5312

David S. Moore
PARTNER
P +1 424 214 1735

Mark M. Foster
PARTNER
P +1 650 463 5343

Morgan L. Otway
ASSOCIATE
P +1 212 430 4206

Michael N. Richman
PARTNER
P +1 650 463 5287

Craig W. Olshan
PARTNER
P +1 650 463 5413

Sofia B. Rattes
ASSOCIATE
P +1 650 463 5301

Michael J. Hui
OF COUNSEL
P +1 415 801 4876

Gina M. Marek
PARTNER
P +1 650 463 5242

Anna C. Westfelt
PARTNER
P +1 650 463 5307

P +1 650 463 5367

Gregory L. Kinzelman
PARTNER

P +1 646 797 5528

Related Services

Late-Stage Company
Mergers & Acquisitions
Private & Public Companies

Featured Insights

CLIENT NEWS

Gunderson Dettmer Advises CTW Cayman on Initial Public Offering and Listing on Nasdaq

CLIENT NEWS

Gunderson Dettmer Represented Fintech Firm Ripple in \$200M Rail Acquisition

FIRM NEWS

Joyce Hu Joins Gunderson Dettmer Beijing as Of Counsel

CLIENT NEWS

Payment Platform Lava Announces \$5.8M Seed Led by Lerer Hippeau

INSIGHTS

Client Insight: Quarterly Employment Law Update – Summer 2025

CLIENT NEWS

Egypt-Based Suplyd Raises \$2M Pre-Series A

CLIENT NEWS

Gunderson Dettmer Represented Crypto Wallet Phantom in Sol sniper Acquisition

ACQUISITION

CLIENT NEWS

Gunderson Dettmer Represented Olist in Acquisition of Flip

CLIENT NEWS

Fundamental Research Labs Announces \$33M Series A Led by Prosus Ventures

CLIENT NEWS

Gunderson Dettmer Represented Conta Azul in its \$300M Acquisition by Visma

CLIENT NEWS

Gunderson Dettmer Represents SmartRecruiters in its Acquisition by SAP

CLIENT NEWS

Brazil-Based Payroll Startup Tako Raises \$18M