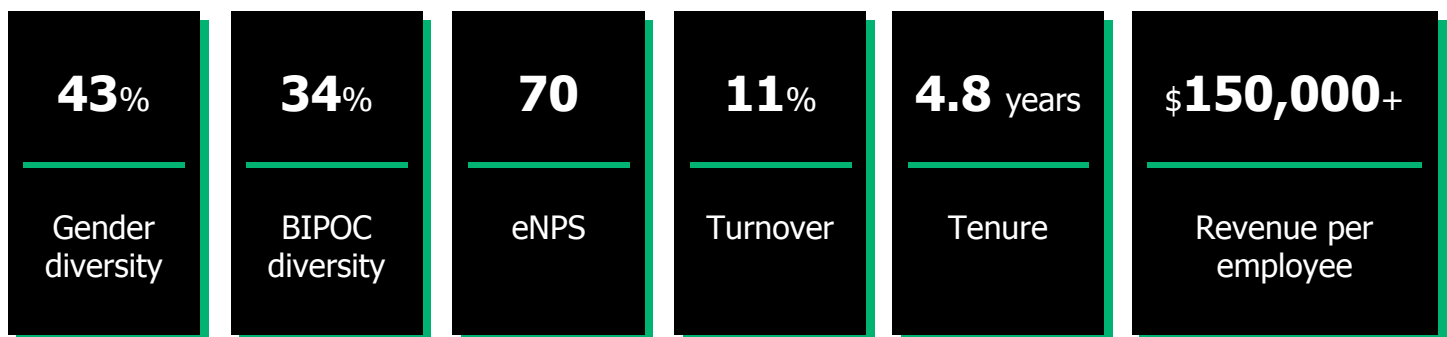


2021

People benchmark report: High-growth SaaS companies

How do you stack up next to companies in the 75th percentile?

The 75th percentile for key people metrics is a guiding light for all SaaS companies with high growth ambitions.



5 Things that stood out about these top companies

- Great growth means happier employees: ventures in the 75th percentile for employee net promoter score (eNPS) were more likely part of our 150% plus growth cohort (the top ten fastest growing companies in our 86 company sample).
- Gender and BIPOC diversity at the **senior leadership level** is their superpower.
- They avoided the destabilizing turnover of 2020 which was on average 29% for the rest of our sample and a cost of **\$5,726,802** to the business.
- Their exceptional tenure added to the **lifetime value employees** provide to a business.
- They invested relatively more in their **engineering, sales and marketing teams** to fuel their revenue growth.

