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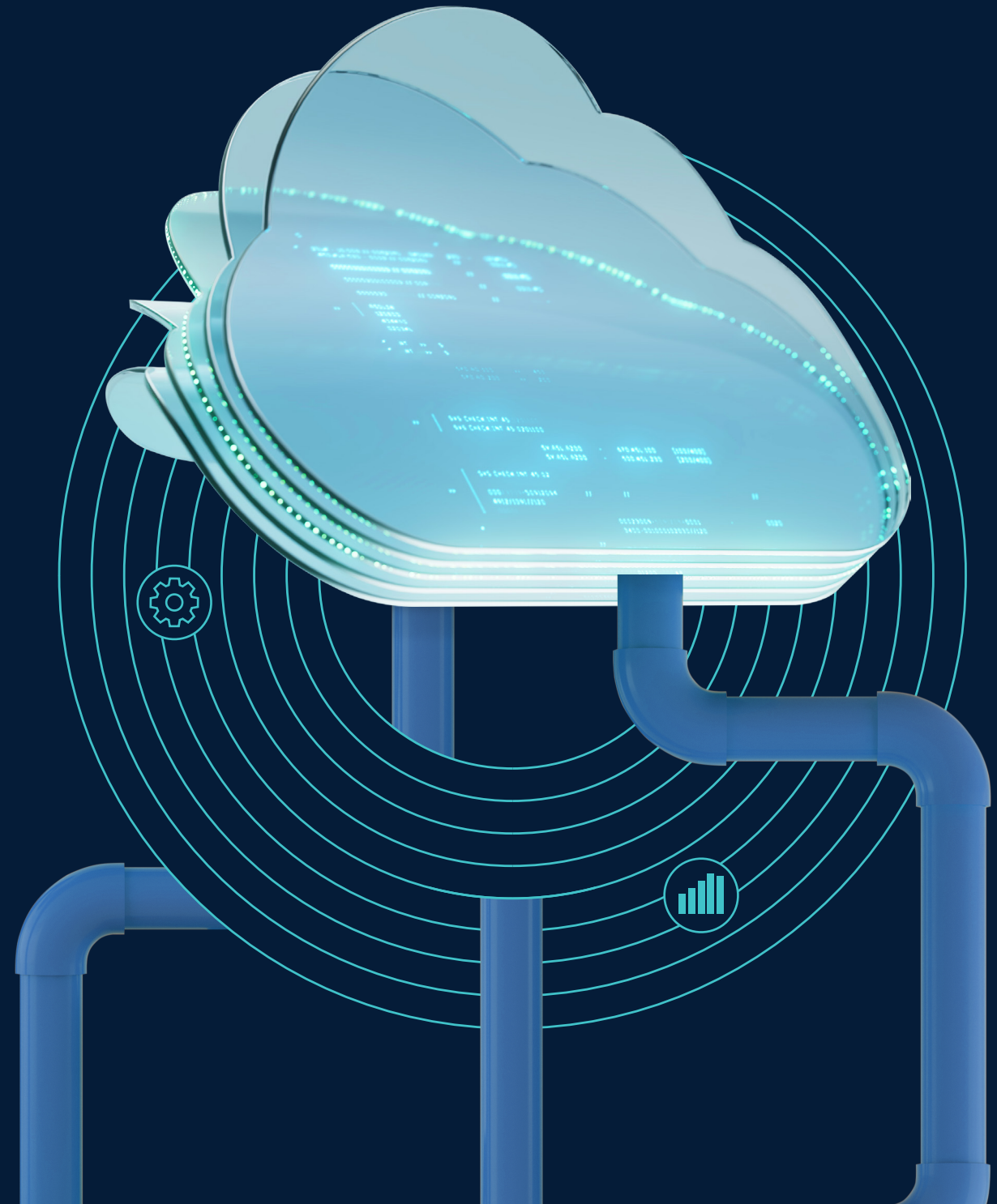
EMERGING TECH RESEARCH

Infrastructure SaaS VC Trends

VC activity across the infrastructure SaaS ecosystem

Q4
2024

Contents

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For previous updates as well as our complete infrastructure SaaS research, please see the designated analyst workspace on the PitchBook Platform.
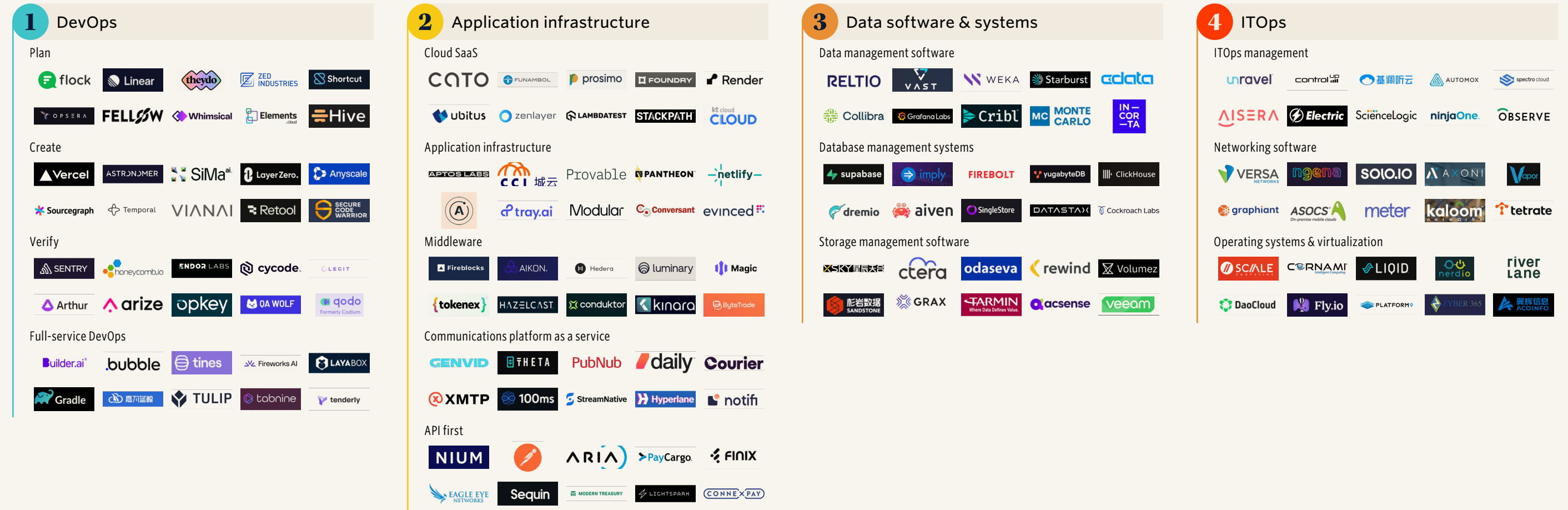
Infrastructure SaaS landscape

1. DevOps
2. Application infrastructure
3. Data software & systems
4. ITOps

Infrastructure SaaS VC ecosystem market map

This market map is an overview of venture-backed or growth-stage companies that have received venture capital or other notable private investments. Click to view the full map on the PitchBook Platform.

1 DevOps

Plan
flock · Linear · theydo · ZED INDUSTRIES · Shortcut
OPSERA · FELLOW · Whimsical · Elements.cloud · Hive

Create
Vercel · ASTRONOMER · SiMa.ai · LayerZero. · Anyscale
Sourcegraph · Temporal · VIANAI · Retool · SECURE CODE WARRIOR

Verify
SENTRY · honeycomb.io · ENDOR LABS · cycode. · LEGIT
Arthur · arize · opkey · QA WOLF · qodo Formerly Codium

Full-service DevOps
Builder.ai · bubble · tines · Fireworks AI · LAYABOX
Gradle · 嘉为蓝鲸 · TULIP · tabnine · tenderly

2 Application infrastructure

Cloud SaaS
CATO · FUNAMBOL · prosimo · FOUNDRY · Render
ubitus · zenlayer · LAMBDATEST · STACKPATH · kt cloud CLOUD

Application infrastructure
APTOS LABS · CCI 城云 · Provable · PANTHEON · netlify
A · tray.ai · Modular · Conversant · evinced

Middleware
Fireblocks · AIKON. · Hedera · luminary · Magic
tokenex · HAZELCAST · conduktor · kinara · ByteTrade

Communications platform as a service
GENVID · THETA · PubNub · daily · Courier
XMTP · 100ms · StreamNative · Hyperlane · notifi

API first
NIUM · ARIA · PayCargo · FINIX
EAGLE EYE NETWORKS · Sequin · MODERN TREASURY · LIGHTSPARK · CONNEXPAY

3 Data software & systems

Data management software
RELTIO · VAST · WEKA · Starburst · cdata
Collibra · Grafana Labs · Cribl · MONTE CARLO · IN-COR-TA

Database management systems
supabase · imply · FIREBOLT · yugabyteDB · ClickHouse
dremio · aiven · SingleStore · DATASTAX · Cockroach Labs

Storage management software
SKY数据 · ctera · odaseva · rewind · Volumez
杉岩数据 SANDSTONE · GRAX · FARMIN Where Data Defines Value. · acsense · veeam

4 ITOps

ITOps management
unravel · control UP · 基调听云 · AUTOMOX · spectro cloud
AISERA · Electric · ScienceLogic · ninjaOne. · OBSERVE

Networking software
VERSA NETWORKS · ngena · SOLO.IO · AXONI · Vapor
graphiant · ASOCS On-premise mobile clouds · meter · kaloom NETWORK · tetrate

Operating systems & virtualization
SCALE · CORNAMI Intelligent Computing · LIQID · nerdio · river lane
DaoCloud · Fly.io · PLATFORM9 · ZYBER 365 · 翼辉信息 ACOINFO

VC activity

Infrastructure software as a service (SaaS) includes application development and data creation and management, as well as IT and digital infrastructure services. Today, nearly every sector of the economy employs these solutions, especially with the rising tides of digital transformation, Big Data, and recent advancements in—and adoptions of—large language models.

Infrastructure SaaS was massively funded in Q4 2024 due to a $10 billion megadeal in the form of Databricks' Series J. This elevated the Q4 deal value for infrastructure SaaS to $12.1 billion, 37.8% higher than the next-greatest quarter, Q1 2023, which also benefited from a $6.9 billion megadeal by Stripe. Q4's $12.1 billion represented an increase of 194.2% from Q3's $4.1 billion. This caps off a string of consecutive quarterly increases in deal value since Q3 2023.

Databricks' $10 billion megadeal also propelled 2024 into a surprising YoY gain to $22.3 billion for the full year, up 32.4% from 2023's $16.8 billion. While excluding Databricks would leave a decline of 27%, a more accurate comparison would exclude both Databricks' and Stripe's singular megadeals from both years, resulting in $9.9 billion realized in 2023 and $12.3 billion in 2024, a 23.7% YoY increase. Thus, with or without the megadeals, 2024 saw a significant bounce in deal value from 2023. Deal counts for 2024 were nearly flat, declining 6.1% YoY. In 2019, before the COVID-19 pandemic, deal value was $6.3 billion across 404 deals, while at the pandemic peak of 2021, deal value was $24.1 billion across 729 deals.

In Q4, deal counts declined for the second quarter in a row, to 82. This softening was also reflected in the Q4 deal value of $2.1 billion (excluding Databricks), which was a decline of 48.2% from Q3's $4.1 billion. Thus, it was a mixed quarter with a massive increase on one hand and some tapering of deal strength at the end of the year on the other hand.

Infrastructure SaaS VC deal value ($B) by stage
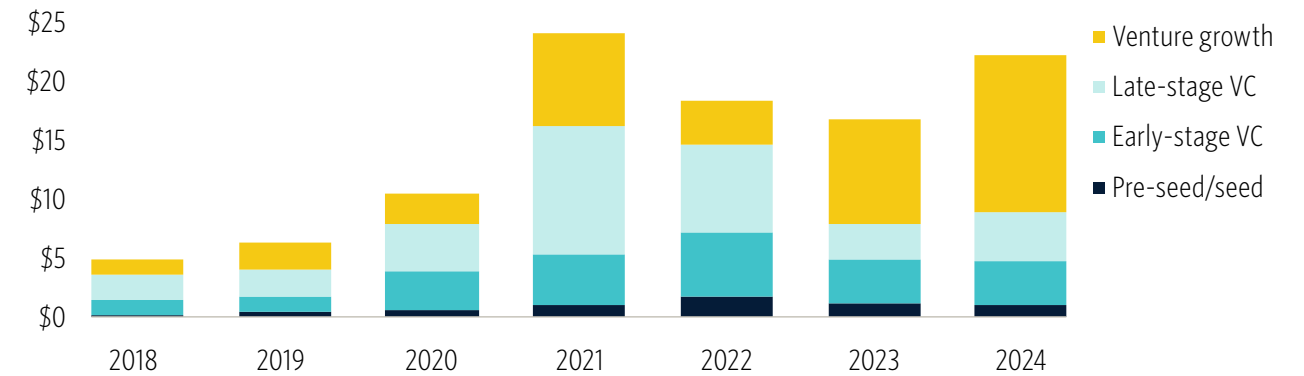
Legend: Venture growth, Late-stage VC, Early-stage VC, Pre-seed/seed

Source: PitchBook • Geography: Global • As of December 31, 2024

Infrastructure SaaS VC deal count by stage

Legend: Venture growth, Late-stage VC, Early-stage VC, Pre-seed/seed
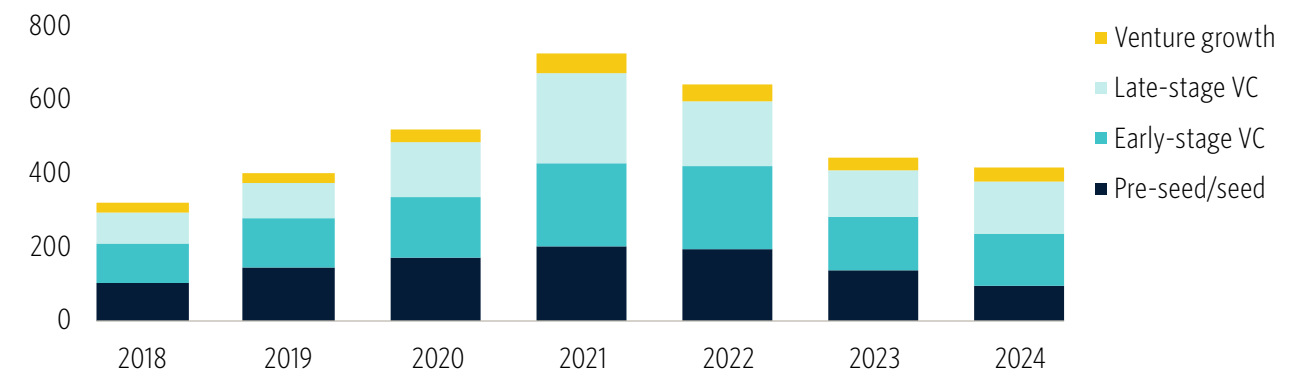
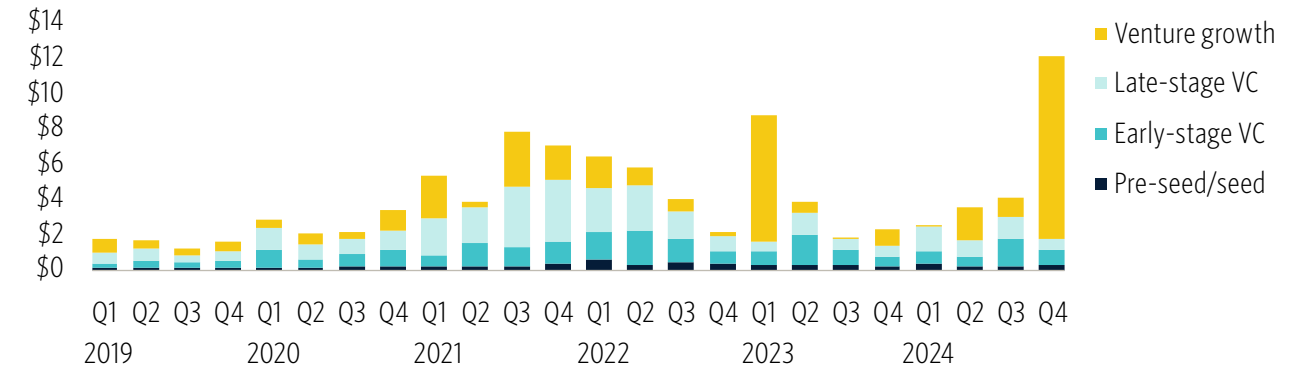Source: PitchBook • Geography: Global • As of December 31, 2024

VC ACTIVITY

Databricks is segmented within data software & systems and has had an outsize impact there, although as noted, Q4 deal counts told a different story. Data software & systems lagged the other three segments with just 16 deals in the quarter, compared with 30 deals totaling $992.7 million within application infrastructure and 18 deals apiece for development operations (DevOps) (totaling $292.6 million) and IT operations (ITOps) (totaling $598.7 million). In fact, when excluding Databricks' megadeal, data software & systems' deal value was the smallest at $252.4 million.

Deal value for both application infrastructure and ITOps increased significantly QoQ, rising 437% and 153.7%, respectively, from soft comparables in Q3. Meanwhile, fewer DevOps deals (18 versus 38 in Q3) caused this segment to fall to its lowest quarterly deal value since 2020, with no deals over $50 million compared with eight in Q3. In Q4, application infrastructure benefited from the $250 million Series A raise by Liquid AI, a general-purpose AI model with nontransformer architecture, as well as $114 million raised by Q-CTRL, a quantum infrastructure software transforming bare-metal quantum processors. ITOps benefited from the $145 million Series B raise by Observe, a cloud-native platform with AI-powered observability. Altogether, AI disruption was the central focus of the largest deals in the quarter. These are all positive signs for investment in the infrastructure SaaS sector, especially as macroeconomic concerns persist.

Breaking down our data by stages, there were several notable changes in Q4. Firstly, our segmentation has a minimum cutoff of $5 million raised, which can limit some pre-seed and seed and early-stage VC deal capture. Nonetheless, pre-seed and seed grew 31.6% QoQ to $282.6 million despite deal count for the stage declining 11.1% QoQ. Early-stage VC and late-stage VC both decreased in deal value QoQ, dropping 45.2% and 51.1%, respectively. These declines reflected the larger trend of a moderate QoQ decline in Q4, excluding Databricks.

Quarterly infrastructure SaaS VC deal value ($B) by stage

Source: PitchBook • Geography: Global • As of December 31, 2024

Quarterly infrastructure SaaS VC deal count by stage
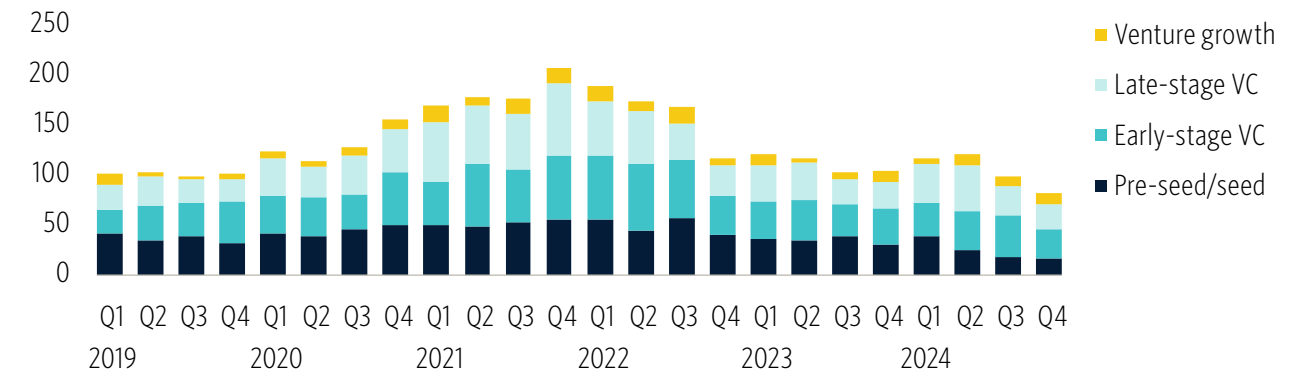
Source: PitchBook • Geography: Global • As of December 31, 2024

The Databricks raise severely distorted the venture-growth stage's deal value, with an increase of 859.7% QoQ. Excluding the Databricks raise would have led to a decline of 65.1% QoQ. YoY, 2024 fared much better, with only the pre-seed and seed stage declining in deal value (down 11.9%), while the rest were flat to higher, including early-stage VC (up 0.2%), late-stage VC (up 34.4%), and venture growth (up 51.4%).

Excluding the two megadeals, there was a slight shift in 2024 to DevOps, with 32.2% of the total deal value compared with 2023, when application infrastructure represented the greatest share of deal value at 27% of the full-year figure. Meanwhile, the distribution of deal counts across all four segments of infrastructure SaaS remained almost the same YoY, led by DevOps (32.1% of the total in 2024), followed by application infrastructure (29.5%), data software & systems (25.4%), and ITOps (12.9%).

In Q4, infrastructure SaaS VC exits dipped to just 12, down from 18 in Q3 2024. Exit value disclosures were once again extremely limited, with just two of the 12 exits disclosing their valuations. These two disclosed exit values were some of the larger deals we have seen, at $1.1 billion for the acquisition of Bridge by Stripe in October as well as the $700 million acquisition of Run:ai by NVIDIA in December.

The number of disclosed exit values has continued to be far below the norm from prior years, and we expect this to continue until a greater number of high valuations are transacted. For reference, in 2024, only 20 out of 63 exits in infrastructure SaaS had disclosed values. The high-water mark for disclosures was set in 2021, when 45 of 46 exits had their values disclosed. After no IPOs were executed in all of 2023, there were three in 2024, Juhe Data, Marketingforce Management, and Infors, all publicly listed in China. We expect a friendlier environment for VC exit activity in 2025, especially beyond the China markets.
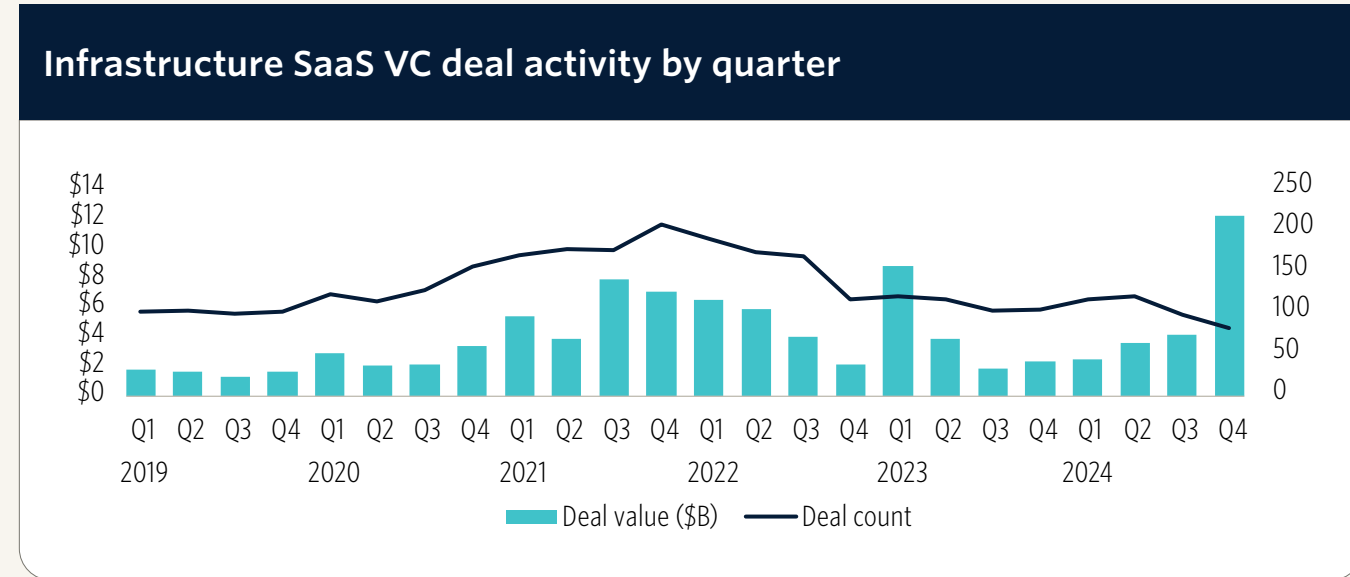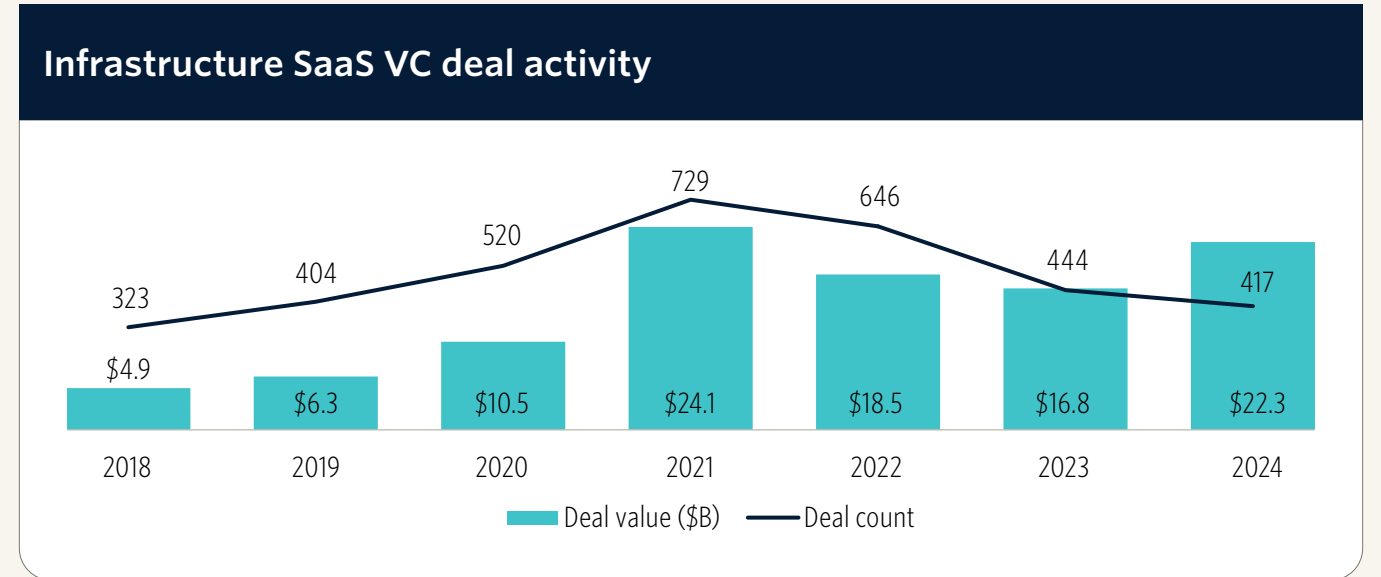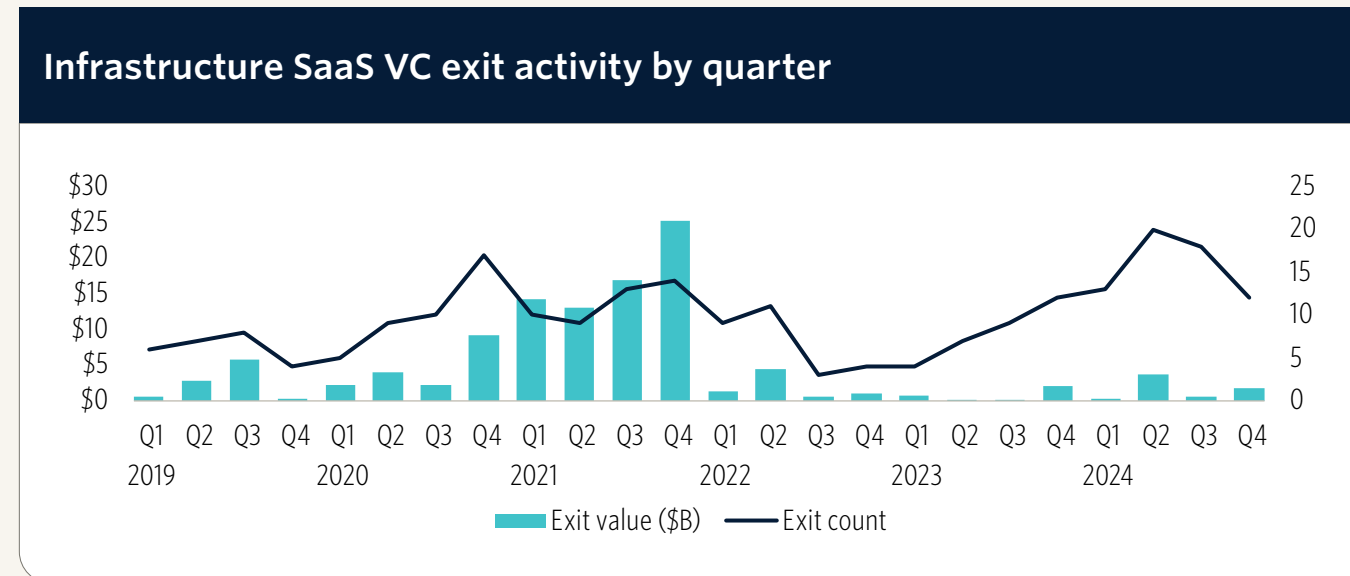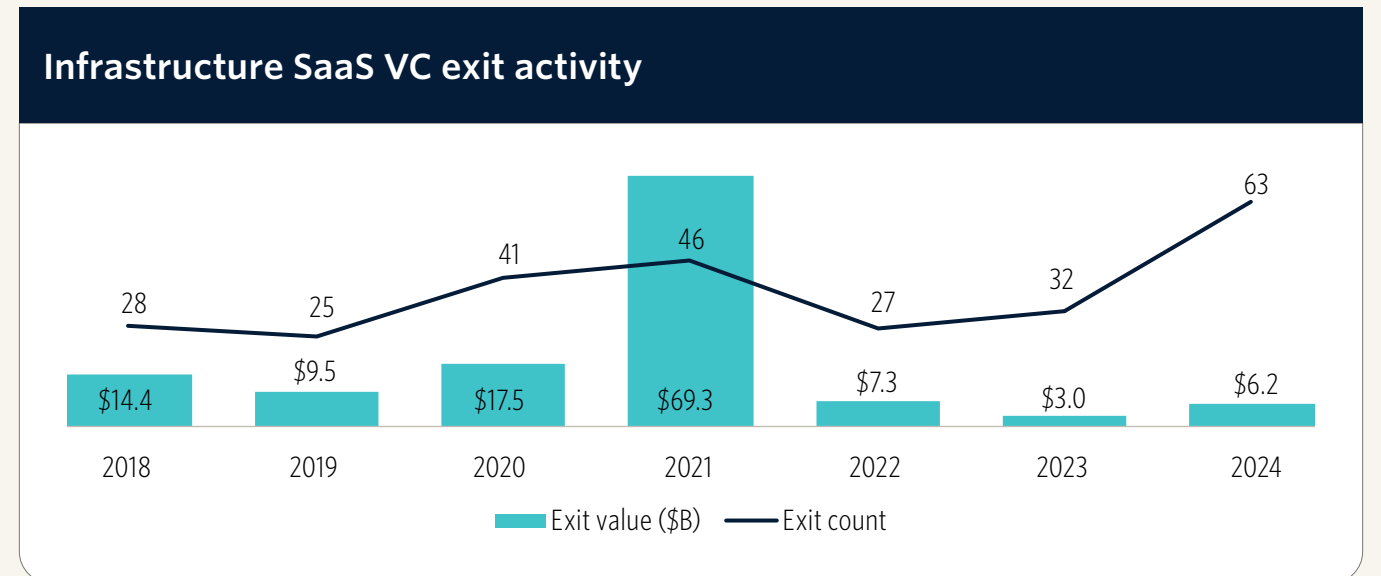
Infrastructure SaaS VC deal activity by quarter

Source: PitchBook • Geography: Global • As of December 31, 2024

Infrastructure SaaS VC deal activity

Source: PitchBook • Geography: Global • As of December 31, 2024

Infrastructure SaaS VC exit activity by quarter

Source: PitchBook • Geography: Global • As of December 31, 2024

Infrastructure SaaS VC exit activity
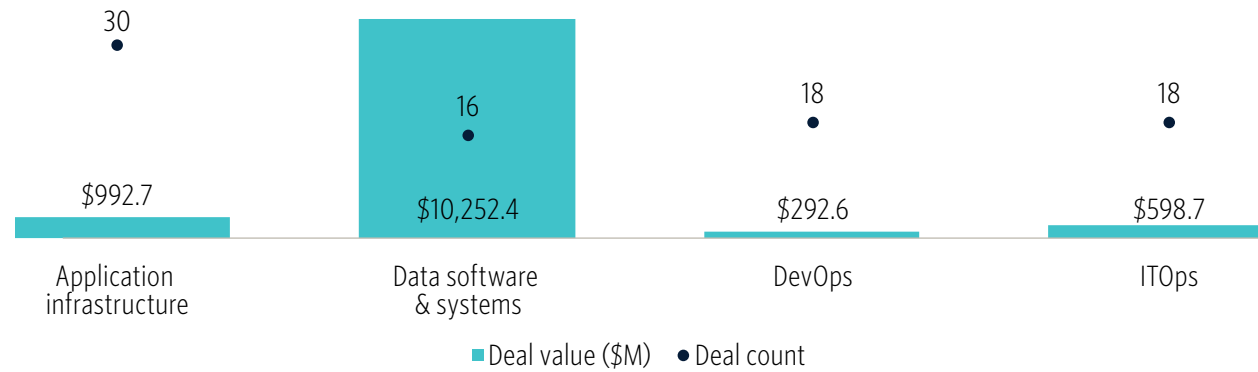

Source: PitchBook • Geography: Global • As of December 31, 2024

Q4 2024 infrastructure SaaS VC deal activity by segment

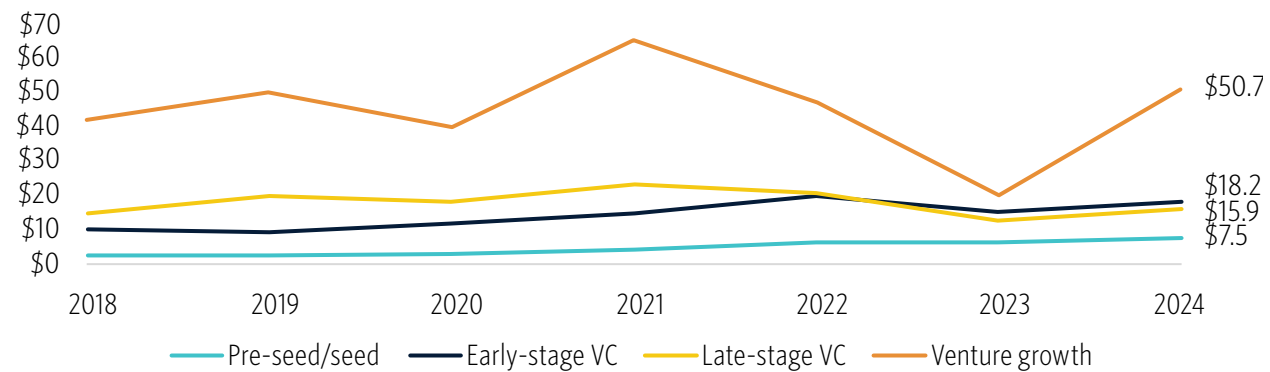|	Deal value ($M)	Deal count
Application infrastructure	$992.7	30
Data software & systems	$10,252.4	16
DevOps	$292.6	18
ITOps	$598.7	18

Source: PitchBook • Geography: Global • As of December 31, 2024

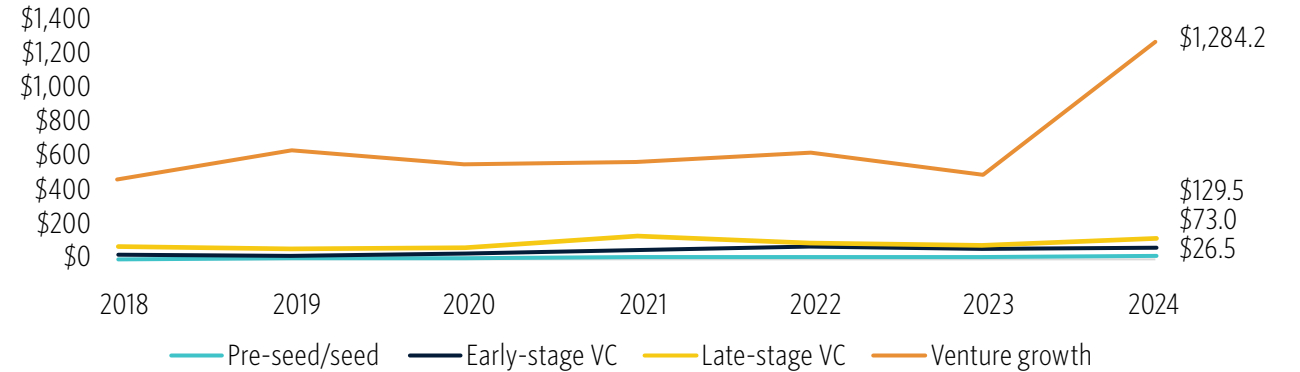## Trailing 12-month infrastructure SaaS VC deal activity by segment
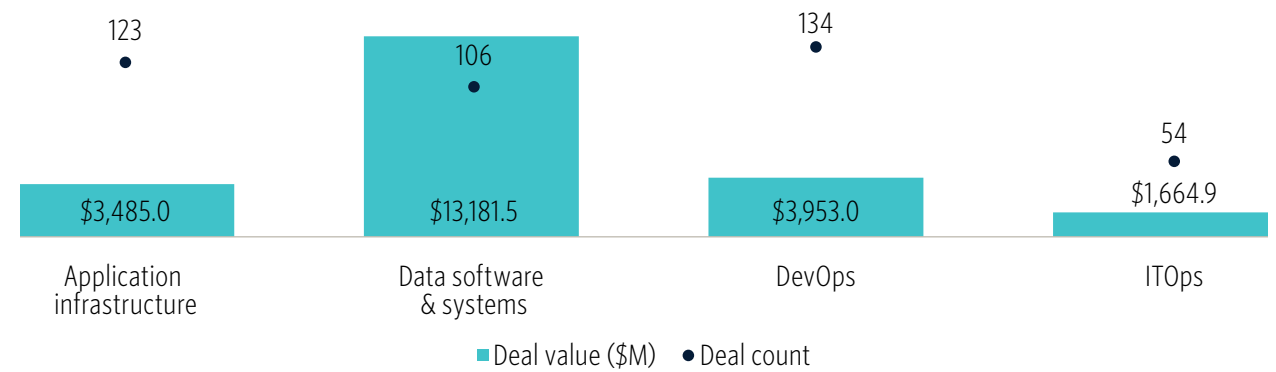
	Deal value ($M)	Deal count
Application infrastructure	$3,485.0	123
Data software & systems	$13,181.5	106
DevOps	$3,953.0	134
ITOps	$1,664.9	54

Source: PitchBook • Geography: Global • As of December 31, 2024

Median infrastructure SaaS VC deal value ($M) by stage

Venture growth $50.7
Early-stage VC $18.2
Late-stage VC $15.9
Pre-seed/seed $7.5

Legend: Pre-seed/seed — Early-stage VC — Late-stage VC — Venture growth

Source: PitchBook • Geography: Global • As of December 31, 2024

Median infrastructure SaaS VC pre-money valuation ($M) by stage
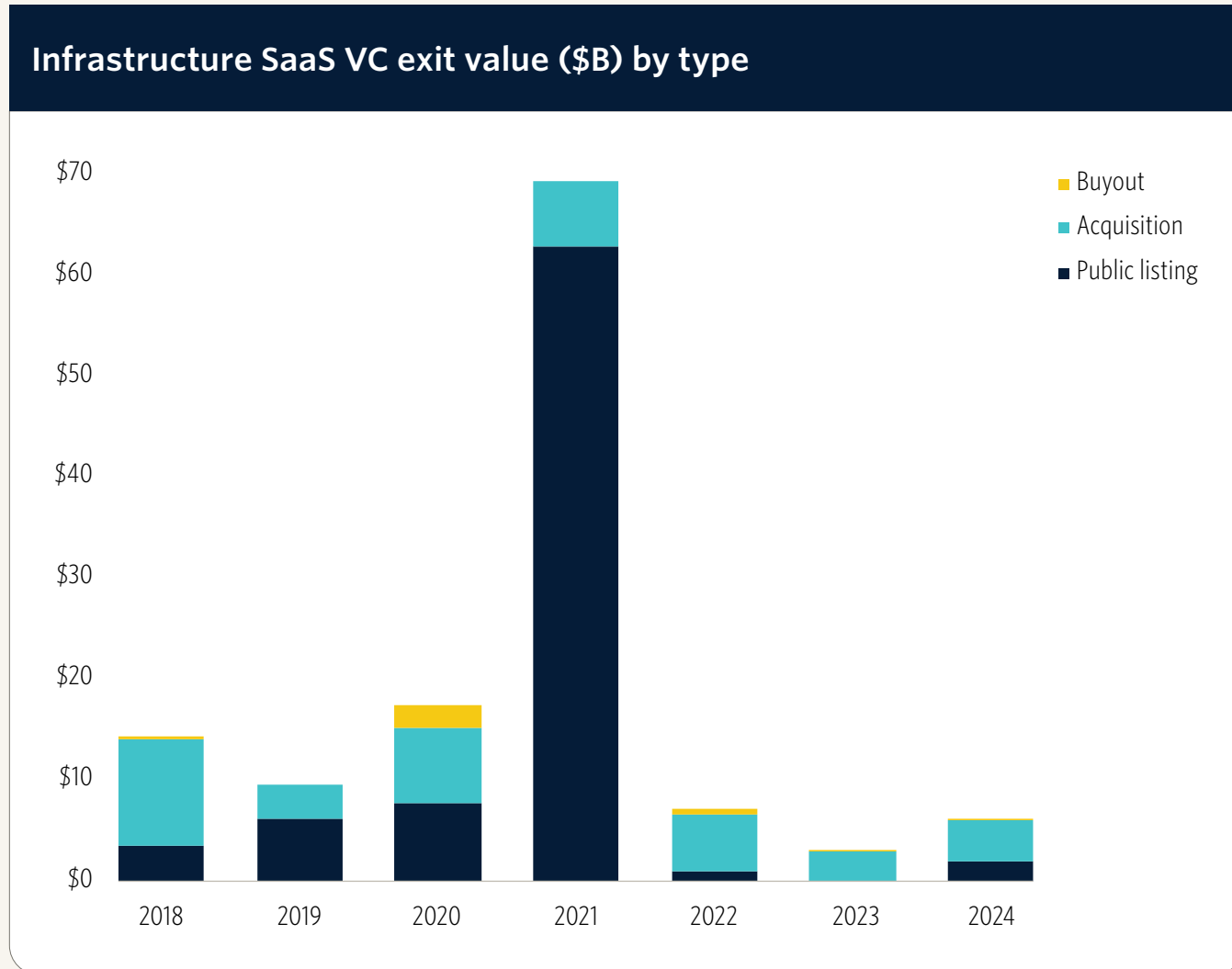
Venture growth $1,284.2
Late-stage VC $129.5
Early-stage VC $73.0
Pre-seed/seed $26.5

Legend: Pre-seed/seed — Early-stage VC — Late-stage VC — Venture growth

Source: PitchBook • Geography: Global • As of December 31, 2024

Infrastructure SaaS VC exit value ($B) by type

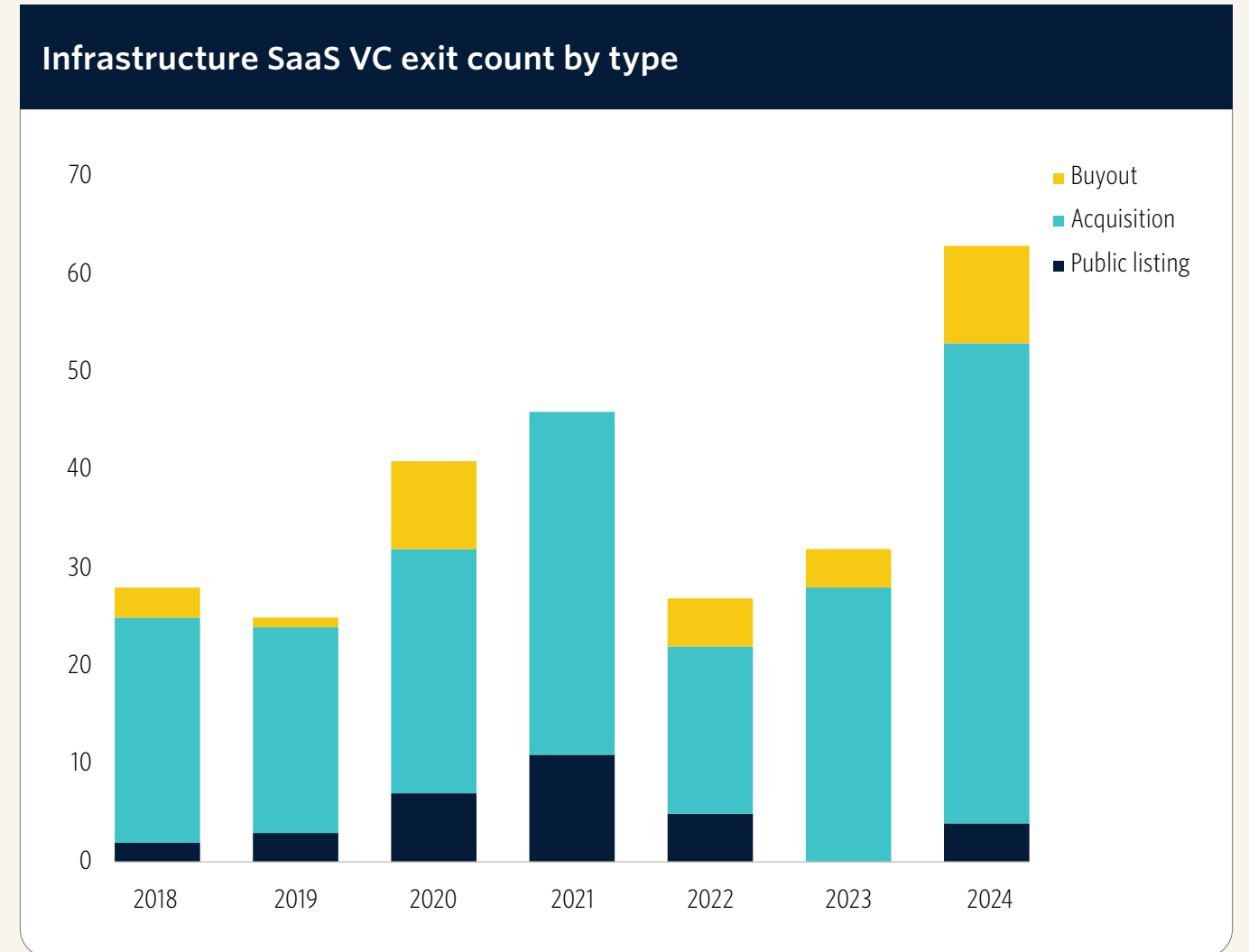Legend: Buyout, Acquisition, Public listing

Source: PitchBook • Geography: Global • As of December 31, 2024

Infrastructure SaaS VC exit count by type

Legend: Buyout, Acquisition, Public listing

Source: PitchBook • Geography: Global • As of December 31, 2024

Infrastructure SaaS heatmap by segment

	TTM total VC deal value ($M)	TTM total VC deal count	YoY VC deal value growth	YoY VC deal count growth
Application infrastructure	$3,485.0	123	-65.5%	-22.2%
Data software & systems	$13,181.5	106	307.2%	-22.1%
DevOps	$3,953.0	134	25.0%	-28.0%
ITOps	$1,664.9	54	-33.2%	-32.5%

Source: PitchBook • Geography: Global • As of December 31, 2024

Infrastructure SaaS heatmap by subsegment

Segment	Subsegment	TTM total VC deal value ($M)	TTM total VC deal count	YoY VC deal value growth	YoY VC deal count growth
Application infrastructure	API first	$634.8	27	-91.6%	-47.1%
	Application infrastructure	$1,143.1	52	18.8%	-17.5%
	Cloud SaaS	$1,370.9	25	0.5%	-3.8%
	Middleware	$336.2	19	94.6%	26.7%
Data software & systems	Data management software	$12,724.3	86	474.1%	-14.9%
	Database management systems	$282.8	17	-67.5%	-34.6%
	Storage management software	$174.3	3	14.7%	-66.7%
DevOps	Create	$1,689.5	65	23.7%	-18.8%
	Full-service DevOps	$1,245.0	28	3.8%	-41.7%
	Plan	$560.1	11	383.7%	-15.4%
	Verify	$458.4	30	-4.9%	-33.3%
ITOps	ITOps management	$1,303.9	41	-9.8%	-24.1%
	Networking software	$88.5	5	-86.6%	-58.3%
	Operating systems & virtualization	$272.6	8	-29.4%	-42.9%

Source: PitchBook • Geography: Global • As of December 31, 2024

Key infrastructure SaaS early-stage VC deals in Q4 2024

Company	Close date	Segment	Category	Deal value ($M)	Post-money valuation ($M)	Lead investor(s)
Liquid AI	December 13	Application infrastructure	Application infrastructure	$250.0	N/A	Advanced Micro Devices
Twelve Labs	December 12	Application infrastructure	Application infrastructure	$80.0	N/A	NVentures (Santa Clara), New Enterprise Associates
Zero Gravity	November 13	Data software & systems	Data management software	$75.0	N/A	Hack VC
R2	November 15	Application infrastructure	API first	$59.0	N/A	Cometa (Mexico), Hi Ventures
ScaleOps	November 12	ITOps	ITOps management	$58.0	N/A	Lightspeed Venture Partners
/dev/agents	November 26	ITOps	Operating systems & virtualization	$56.0	$520.0	CapitalG, Index Ventures
Particle Network	November 18	Application infrastructure	Application infrastructure	$40.0	N/A	Polychain Capital
Zenity	October 29	DevOps	Create	$38.0	N/A	DTCP, M12, Third Point Ventures
Roboflow	November 19	DevOps	Create	$37.5	$295.5	GV
Zed Industries	November 1	DevOps	Plan	$32.0	$152.0	N/A

Source: PitchBook • Geography: Global • As of December 31, 2024

Key infrastructure SaaS late-stage VC deals in Q4 2024

Company	Close date	Segment	Category	Deal value ($M)	Post-money valuation ($M)	Lead investor(s)
Databricks	December 17	Data software & systems	Data management software	$10,000.0	$62,000.0	Andreessen Horowitz, DST Global, GIC Private, Insight Partners, Thrive Capital, WCM Investment Management
Observe	October 15	ITOps	ITOps management	$145.0	N/A	Evolution Equity Partners, Madrona Venture Group, Sutter Hill Ventures
Q-CTRL	October 8	Application infrastructure	Application infrastructure	$114.0	$260.3	Airbus Ventures, GP Bullhound, Salesforce Ventures
Anomalo	November 21	Data software & systems	Data management software	$82.0	$210.0	SignalFire, Smith Point Capital
Cornami	December 26	ITOps	Operating systems & virtualization	$81.6	N/A	N/A
Spectro Cloud	November 19	ITOps	ITOps management	$75.0	$770.0	Goldman Sachs Growth Equity
Finix	October 24	Application infrastructure	API first	$75.0	$300.0	Acrew Capital, LEAP Global Partners, Lightspeed Venture Partners
Evinced	December 12	Application infrastructure	Application infrastructure	$55.0	N/A	Insight Partners
Lightning AI	November 21	DevOps	Create	$50.0	N/A	Cisco Investments
App Orchid	November 8	Application infrastructure	Application infrastructure	$42.0	N/A	N/A

Source: PitchBook • Geography: Global • As of December 31, 2024

Key infrastructure SaaS VC exits in 2024

Company	Close date	Exit value ($M)	Exit type	Acquirer(s)/index
Marketingforce Management	May 16	$1,318.6	IPO	Hong Kong Stock Exchange
Bridge	October 20	$1,100.0	M&A	Stripe
Tabular	June 4	$1,000.0	M&A	Databricks
Run:ai	December 30	$700.0	M&A	NVIDIA
Rockset	June 21	$500.0	M&A	OpenAI
Juhe Data	June 28	$483.3	IPO	Hong Kong Stock Exchange
OctoAI	September 10	$250.0	M&A	NVIDIA
Qwak	June 25	$230.0	M&A	JFrog
Infors	March 13	$199.4	IPO	Shanghai Stock Exchange
SeaLights	July 17	$150.0	M&A	Tricentis

Source: PitchBook • Geography: Global • As of December 31, 2024

Top strategic acquirers of infrastructure SaaS companies since 2020

Acquirer	Deal count	Investor type
International Business Machines	7	Corporation
NetApp	7	Corporation
Databricks	6	VC-backed company
Cisco Systems	4	Corporation
Hewlett-Packard Enterprise	4	Corporation
DigitalOcean	3	Corporation
Juniper Networks	3	Corporation
NVIDIA	3	Corporation
Qualcomm	3	Corporation
Progress Software	3	Corporation
SUSE	3	PE-backed company
Twilio	3	Corporation
ServiceNow	3	Corporation

Source: PitchBook • Geography: Global • As of December 31, 2024

Top VC investors in infrastructure SaaS companies since 2020

Company	Total deal count	Pre-seed/ seed	Early-stage VC	Late-stage VC	Venture growth	Investor type
Sequoia Capital	106	24	44	26	12	VC
Andreessen Horowitz	91	19	34	31	7	VC
Lightspeed Venture Partners	78	19	30	23	6	VC
Accel	78	10	33	28	7	VC
Tiger Global Management	68	6	24	25	13	VC
Amplify Partners	62	17	35	10	0	VC
Alumni Ventures	60	19	21	15	5	VC
Salesforce Ventures	58	6	15	28	9	VC
GV	52	12	14	14	12	CVC
Uncorrelated Ventures	51	19	12	19	1	VC

Source: PitchBook • Geography: Global • As of December 31, 2024

Top VC-backed infrastructure SaaS companies by total VC raised to date

Company	VC ($M) raised to date	Segment	Category	IPO probability	M&A probability	No exit probability
Databricks	$14,181.9	Data software & systems	Data management software	97%	1%	2%
Stripe	$8,735.0	Application infrastructure	API first	96%	2%	2%
CoreWeave	$1,589.8	Application infrastructure	Cloud SaaS	53%	45%	2%
Rippling	$1,397.0	ITOps	ITOps management	91%	7%	2%
Fireblocks	$1,037.9	Application infrastructure	Middleware	86%	12%	2%
Baichuan AI	$988.5	DevOps	Full-service DevOps	N/A	N/A	N/A
Fivetran	$728.0	Data software & systems	Data management software	55%	41%	4%
Cribl	$725.2	Data software & systems	Data management software	44%	54%	2%
Collibra	$639.6	Data software & systems	Data management software	93%	5%	2%
Cockroach Labs	$632.9	Data software & systems	Database management systems	77%	21%	2%

Source: PitchBook • Geography: Global • As of December 31, 2024
Note: Probability data is based on PitchBook VC Exit Predictor methodology.

Infrastructure SaaS VC deal summary

	Quarterly activity					Trailing 12-month activity	
	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2023 to Q4 2023	Q1 2024 to Q4 2024
Deal count	**104**	**117**	**120**	**98**	**82**	**444**	**417**
QoQ change	1.0%	12.5%	2.6%	-18.3%	-16.3%	N/A	-6.1%
Share of total VC	1.0%	1.1%	1.3%	1.1%	1.1%	1.0%	1.2%
Deal value ($B)	**$2.3**	**$2.4**	**$3.6**	**$4.1**	**$12.1**	**$16.8**	**$22.3**
QoQ change	25.0%	5.5%	46.8%	15.2%	194.2%	N/A	32.4%
Share of total VC	2.8%	2.9%	3.9%	4.9%	10.8%	4.8%	6.0%
Exit count	**12**	**13**	**20**	**18**	**12**	**32**	**63**
Public listings	0	2	2	0	0	0	4
Acquisitions	11	10	15	15	9	28	49
Buyouts	1	1	3	3	3	4	10

Source: PitchBook • Geography: Global • As of December 31, 2024

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Independent, data-driven, and timely market intel

As the private markets ecosystem continues to grow in complexity and competition, investors need tools and data that can give them an edge.

Our Industry and Technology Research provides detailed analysis of established industries and nascent tech sectors from the perspective of private market dealmaking, helping you stay current on market trends and providing the insights you need to pursue new opportunities with confidence.

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