

## The NexPhase Approach

### Specialization

Industry vertical focus

### Thematic

Target subsectors based on macro investment themes

#### Operators

14 experienced industry and functional experts

### **Value Creation**

Systematic approach to driving incremental growth

### **Partner of Choice**

Over 80% of investments entrepreneur-owned at close

#### Since inception, NexPhase has managed over \$1.8B of capital and completed 80+ investments

## **Investment Criteria**

Ownership	Control	
Location	North America	
EBITDA	Up to \$30MM	
Equity Investment	\$40MM - \$150MM	
Financial Profile	Asset-light, high growth	

Preference for entrepreneurowned businesses

## Transaction Opportunities:

Lex Leeming, Partner & Head of Business Development

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# Software Portfolio Companies

Aztec	April 2022	SaaS-based education platform focused on the adult education and workforce training / certification markets	Add-ons: Workforce or professional training
selerix	August 2021	Benefits administration software for insurance carriers, brokers and employer groups	Add-ons: Decision suport, billing reconciliation, and data analytics
DEALER <mark>UN</mark>	November 2019	Lead generation and sales-enablement SaaS for the retail automotive industry	Add-ons: Retail automotive software solutions
	November 2019	Continuing professional education and exam preparation courses	Add-ons: CPE or exam prep solutions in accounting, finance, and healthcare, insurance
BRANDT INFORMATION SERVICES	March 2018	Recreational licensing and reservations software for state government agencies	Add-ons: Licensing, permitting and reservations software for state and local governments
finside real estate	October 2016; exited September 2019	Cloud-based marketing software for residential real estate agents and brokers	
Fast	September 2015; exited December 2019	Policy administration and distribution solutions for the insurance industry	
	December 2014; exited October 2020	Sales enablement software for the insurance and financial services industries	
SwipeClock	June 2014; exited June 2017	SaaS-based workforce management solutions to small and mid-sized businesses	
	May 2012; exited January 2017	Maintenance management software ("MMS") the aviation industry	to

## **Focus Areas**

#### **State and Local Government**

- Admin, finance & payments
- Courts & justice
- Health & human services
- Permitting & licensing

### Education

- Continuing professional education
- Assessment & analytics
- Student lifecycle & success

#### **Financial Services**

- Bank operations
- Institutional investments
- Lending & mortgage
- Real estateTax & accounting

# Insurance

- Agency management
- Customer engagement & distribution

**Quint Carr** 

Vice President

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- Policy administration, claims & billing
- Pricing & underwriting

# Software Team

## Joel Killion

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## Mike Roe

Operating Partner

- Founder & CEO, OpLogix
- Founder & CEO, NaviSys
- Interim COO, FAST

Bob Gartland Partner (212) 878-6010 bgartland@NexPhase.com

### **Steve Hoffman**

**Operating Partner** 

- Chairman, Ontuitive
- CEO, iJet, Element K and Prometric
- President, Blackboard

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