

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 entrepreneur-owned businesses





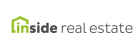



Transaction Opportunities:

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Software Portfolio Companies

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

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 estate
- Tax & accounting

Insurance

- Agency management
- Customer engagement & distribution
- Policy administration, claims & billing
- Pricing & underwriting

Software Team

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- Founder & CEO, NaviSys
- Interim COO, FAST

Steve Hoffman

Operating Partner

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