

The NexPhase Approach

Specialization:

Highly expereienced within their sector, investment teams are 100% dedicated to their industry vertical

Thematic:

Proactive thesis and subsector-driven origination

Operations:

Holistic involvement of 12 experienced industry and functional experts

Value Creation:

Systematic and proven approach to driving incremental growth and profitability

Partner of Choice:

80% of our investments have been entrepreneur-owned and operated at acquisition

\$1.4B invested in nearly 60 transactions

Investment Criteria

Ownership	Control or co-lead
Location	North America
EBITDA	Up to \$30MM
Equity Investment	\$25MM - \$75MM
Financial Profile	Asset-light, high growth

Preference for entrepreneur-owned business

Transaction Opportunities:

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Software & Services Portfolio Companies

Surgent WHERE PROS 9 CO TO KNOW	November 2019	Continuing professional education and exam preparation course provider to the accounting, finance and healthcare sectors	Add-ons: CPE or exam prep solutions in accounting finance, healthcare and other industries
BRANDT INFORMATION STRYIGHT	March 2018	Software and mobile solutions provider supporting the issuance of recreational licenses and permits on behalf of state wildlife and natural resource agencies	Add-ons: Licensing, permitting and certification solutions for state and local governments
FBST	September 2015	Provider of core software solutions to the insurance industry, including policy administration, distribution management and underwriting	Add-ons: Life insurance and annuity carrier software
INSURANCE TECHNOLOGIES	December 2014	Provider of software and technology-enabled sales automation platforms to financial services companies	Add-ons: Life insurance and annuity sales automation software
finside real estate	October 2016; exited September 2019	Provider of cloud-based marketing software for residential real estate agents and brokers to source, convert, and manage their customers	
SwipeClock Spingle Affordatio. Time & Affordation	June 2014; exited June 2017	Provider of SaaS-based workforce management solutions (time, attendance and scheduling) to small and mid-sized businesses	
MX	May 2012; exited January 2017	Maintenance and engineering software provider serving the aviation community	

Focus Areas: Software & Services

Financial Services	Insurance, real estate, lending & mortgage, bank operations
State & Local Government	Licensing / permitting / registrations, citizen engagement, portals, business services
Education	Continuing professional education, assessment & analytics, student lifecycle
Healthcare	Healthcare monitoring, patient engagement, data gap closing and analytics

Software & Services Team

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Head of Sales and Marketing, SBS International

Steve Hoffman

Strategy & Business Development

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Jon Slangerup

Leadership, Sales & Operations

CEO, Port of Long Beach President, FedEx Canada

Micah Valine

Financial Planning & Analysis

Founder, Plektron Solutions SYSCO Food Services, TreeHouse Foods

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