

The NexPhase Approach

Specialization

Industry vertical teams bring true domain expertise

Thematic

Target industry subsectors based on macro and micro trends

Operations

Operational enhancement via 12 industry and functional experts

Value Creation

Systematic approach to driving incremental growth and profitability

Partner of Choice

80% of our investments are entrepreneur-owned and operated at close

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

Investment Criteria

Ownership	Control or co-lead
Location	North America
EBITDA	Up to \$30MM
Equity Investment	\$25MM-\$150MM
Financial Profile	Asset-light, high growth










Preference for entrepreneur-owned businesses

Transaction Opportunities

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Software Portfolio Companies

	August 2021	Benefits administration for insurance carriers, brokers and employer groups	Add-ons: Decision support, billing reconciliation, and data analytics
	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
	March 2018	Recreational licensing and reservations software for state government agencies	Add-ons: Licensing, permitting and reservations software for state and local governments
	October 2016; exited September 2019	Cloud-based marketing software for residential real estate agents and brokers	
	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	
	June 2014; exited June 2017	SaaS-based workforce management solutions to small and mid-sized businesses	
	May 2012; exited January 2017	Maintenance management software for the aviation industry	

Focus Areas

Insurance

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

State and Local Government

Administration, finance and payments
Courts and justice
Health and human
Permitting and licensing

Education

Continuing professional education
Assessment and analytics
Student lifecycle and success

Financial Services

Bank operations
Institutional investments
Lending and mortgage
Real estate
Tax and accounting

Software Team

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Mike Roe
Operating Partner

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

Cameron Burr
Sales & Business Development

- Founder, Jet Capital
- Founder and President, POGO Jet
- Head of Sales, SBS Int.

Steve Hoffman
Strategy & Business Development

- Chairman, Ontuitive
- CEO, iJet, Element K and Prometric Thomson Learning
- President, Blackboard Inc.

Jon Slangerup
Leadership, Sales & Operations

- CEO, Port of Long Beach
- President, FedEx Canada

Micah Valine
Financial Planning & Analysis

- Founder, Plektron Solutions
- SYSCO Food Service