

The NexPhase Approach

Specialization

Highly experienced within their sector, investment teams are 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 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:

Lex Leeming, Partner & Head of Business Development

lleeming@NexPhase.com
(212) 878-6005

600 Lexington Avenue 12th Floor
New York, NY 10022
www.NexPhase.com

Healthcare Portfolio Companies

	October 2018	Center-based provider of ABA therapy for children with autism	<i>Add-ons: Center-based ABA providers</i>
	April 2018	Franchisor of non-medical in-home services with over 150 franchises nationwide	
	February 2018	Provider of multidisciplinary interventional pain management services	<i>Add-ons: Interventional pain management practices</i>
	March 2017	Provider of patient-focused revenue cycle management solutions for hospitals and healthcare providers	<i>Add-ons: Patient-focused revenue cycle management solutions</i>
	November 2013	A leading provider of medical claims management, compliance, patient engagement, and pricing information technology software and services for retail and hospital pharmacies and pharmaceutical companies	<i>Add-ons: Pharmacy RCM, claims processing, audit & compliance and data analytics</i>
	November 2010	Infertility benefits manager providing outsourced medical management, network development and administration to health plans and consumers	

Focus Areas

Healthcare Information Technology

Care coordination
Patient engagement
RCM focused on patient pay

Pharmacy

Pharmacy management including alternate site
Specialty pharmacy

Physician and Other Provider Practice Management Services

Interventional pain management
Other Physician Specialties
Regenerative medicine
Physical therapy
Autism services
Telemedicine

Seniors

Meal delivery
Medical care in alternative settings
Services and tools for aging at home

Medical products and supplies

Low-tech medical devices
Physical therapy
Patient safety products and services

Outsourcing

Provider and payor outsourced services

Healthcare Team

Andy Kieffer, Partner
(805) 267-1127
akieffer@NexPhase.com

Ted Yun, Managing Partner
(212) 878-6002
tyun@NexPhase.com

Chip Robie, Principal
(212) 878-6011
crobie@NexPhase.com

Barbara B. Hill, Operating Partner
CEO, ValueOptions
President, Express Scripts
SVP, Ops, CIGNA Healthcare

Joe Morgan, Strategy & Leadership
CEO, UNIGUEST, Inc.
CEO, Standard Register Company

Anthony López, Strategy & Leadership
President, Ansell Healthcare
CEO, Azzur Group
SVP & GM, Respiratory Division, CareFusion