

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

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Software & Services Portfolio Companies

	November 2019	Provider of cloud-based digital marketing technology for the retail automotive industry	<i>Add-ons: Retail automotive software solutions</i>
	November 2019	Continuing professional education and exam preparation course provider to the accounting, finance and healthcare sectors	<i>Add-ons: CPE or exam prep solutions in accounting finance, healthcare and other industries</i>
	March 2018	Software and mobile solutions provider supporting the issuance of recreational licenses and permits on behalf of state wildlife and natural resource agencies	<i>Add-ons: Licensing, permitting and certification solutions for state and local governments</i>
	December 2014	Provider of software and technology-enabled sales automation platforms to financial services companies	<i>Add-ons: Life insurance and annuity sales automation software</i>
	September 2015; exited December 2019	Provider of core software solutions to the insurance industry, including policy administration, distribution management and underwriting	<i>Add-ons: Life insurance and annuity carrier software</i>
	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	
	June 2014; exited June 2017	Provider of SaaS-based workforce management solutions (time, attendance and scheduling) to small and mid-sized businesses	
	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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Mike Roe <i>Operating Partner</i> Founder & CEO, OpLogix Founder & CEO, NaviSys Board of Managers, FAST	Cameron Burr <i>Sales & Business Development</i> Founder, Jet Capital Founder and President, POGO Jet Head of Sales and Marketing, SBS International	Steve Hoffman <i>Strategy & Business Development</i> Chairman, Ontuitive CEO, iJet, Element K and Prometric Thomson Learning President, Blackboard Inc.
Jon Slangerup <i>Leadership, Sales & Operations</i> CEO, Port of Long Beach President, FedEx Canada	Micah Valine <i>Financial Planning & Analysis</i> Founder, Plektron Solutions SYSCO Food Services, TreeHouse Foods	