

# 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 Developmen

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# Software & Services Portfolio Companies

DEALERUN	November 2019	Provider of cloud-based digital marketing technology for the retail automotive industry	Add-ons: Retail automotive software solutions
KN W FULLY	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 STRVICES	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
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
FBST	September 2015; exited December 2019	Provider of core software solutions to the insurance industry, including policy administration, distribution management and underwriting	Add-ons: Life insurance and annuity carrier software
<b>linside</b> 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 Stepte. Afferdate. Three & Attendance	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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# Mike Roe

Operating Partner

Founder & CEO, OpLogix Founder & CEO, NaviSys Board of Managers, FAST

## **Cameron Burr**

Sales & Business Development

Founder, Jet Capital
Founder and President,
POGO Jet

Head of Sales and Marketing, SBS International

# 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 Services, TreeHouse Foods

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