

The NexPhase Approach

Specialization

Investment teams are dedicated to their industry vertical

Thematic

Macro trends drive thematic thesis formation

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 entrepreneur-owned and operated at close

\$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 businesses

Transaction Opportunities

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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 courses	<i>Add-ons: CPE or exam prep solutions in finance, and healthcare</i>
	March 2018	Software and mobile solutions supporting the issuance of recreational licenses	<i>Add-ons: Licensing, and certification solutions for state and local governments</i>
	December 2014	Software and technology-enabled sales automation platforms	<i>Add-ons: Life insurance and annuity sales automation software</i>
	Septmeber 2015; exited Decemeber 2019	Policy administration and distribution solutions for the insurance industry	
	October 2016; exited September 2019	Cloud-based marketing software for residential real estate agents and brokers	
	June 2014; exited June 2017	SaaS-based workforce management solutions to small and mid-sized businesses	

Focus Areas

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

Software & Services Team

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Mike Roe <i>Operating Partner</i> Founder & CEO, OpLogix Founder & CEO, NaviSys Interim COO, FAST	Cameron Burr <i>Sales & Business Development</i> Founder, Jet Capital Founder and President, POGO Jet Head of Sales SBS International	Steve Hoffman <i>Strategy & Business Development</i> Chairman, Ontuitive CEO, iJet, Element K and Prometric Thomson Learning President, Blackboard Inc.
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