

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

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

DEALERON	November 2019	Lead generation and sales enablement SaaS for the retail automotive industry	<i>Add-ons: Retail automotive software solutions</i>
KNOWFULLY	November 2019	Continuing professional education and exam preparation courses	<i>Add-ons: CPE or exam prep solutions in accounting, finance, and healthcare</i>
BRANDT	March 2018	Recreational licensing and reservations software for state government agencies	<i>Add-ons: Licensing, permitting and reservations software for state and local governments</i>
inside real estate	October 2016; exited September 2019	Cloud-based marketing software for residential real estate agents and brokers	
FAST	September 2015; exited December 2019	Policy administration and distribution solutions for the insurance industry	
INSURANCE TECHNOLOGIES	December 2014; exited October 2020	Sales enablement software for the insurance and financial services industries	
SwipeClock	June 2014; exited June 2017	SaaS-based workforce management solutions to small and mid-sized businesses	
MX	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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Operating Partner

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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