

The NexPhase Approach

Specialization

Industry vertical focus

Thematic

Target subsectors based on macro investment themes

Operators

12 experienced industry and functional experts

Value Creation

Systematic approach to driving incremental growth

Partner of Choice

80% of investments entrepreneur-owned 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

	August 2021	Benefits administration for insurance carriers, brokers and employer groups	<i>Add-ons: Decision support, billing reconciliation, and data analytics</i>
	November 2019	Lead generation and sales-enablement SaaS 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 accounting, finance, and healthcare</i>
	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>
	October 2016; exited September 2019	Cloud-based marketing software for residential real estate agents and brokers	
	September 2015; exited December 2019	Policy administration and distribution solutions for the insurance industry	
	December 2014; exited October 2020	Sales enablement software for the insurance and financial services industries	
	June 2014; exited June 2017	SaaS-based workforce management solutions to small and mid-sized businesses	

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

Education

- Bank operations
- Institutional investments
- Lending and mortgage
- Real estate
- Tax and accounting

Software Team

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Mike Roe

Operating Partner

- Founder & CEO, OpLogix
- Founder & CEO, NaviSys
- Interim COO, FAST

Cameron Burr

Sales & Business Development

- Founder, Jet Capital
- Founder, POGO Jet
- Head of Sales, SBS Int.

Steve Hoffman

Strategy & Business Development

- Chairman, Ontuitive
- CEO, iJet, Element K and Prometric
- President, Blackboard

Jon Slangerup

Leadership, Sales & Operations

- CEO, Port of Long Beach
- President, FedEx Canada

Micah Valine

Financial Planning & Analysis

- Founder, Plektron Solutions
- SYSCO Food Services