

The NexPhase Approach

Specialization

Industry vertical focus

Thematic

Target subsectors based on macro investment themes

Operators

14 experienced industry and functional experts

Value Creation

Systematic approach to driving incremental growth

Partner of Choice

Over 80% of investments entrepreneur-owned at close

Since inception, NexPhase has managed over \$1.8B of capital and completed 90+ investments

Investment Criteria

Ownership	Control
Location	North America
EBITDA	\$4MM to \$30MM
Equity Investment	\$40MM – \$150MM
Financial Profile	Asset-light, high growth

Preference for entrepreneur-owned businesses











Transaction Opportunities:

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Software Portfolio Companies

 Aztec	April 2022	SaaS-based education platform focused on the adult education and workforce training / certification markets	<i>Add-ons: Workforce or professional training</i>
 selerix	August 2021	Benefits administration software for insurance carriers, brokers and employer groups	<i>Add-ons: Decision support, billing reconciliation, and data analytics</i>
 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, insurance</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 ("MMS") to the aviation industry	

Focus Areas

State and Local Government

- Admin, finance & payments
- Courts & justice
- Health & human services
- Permitting & licensing

Education

- Continuing professional education
- Assessment & analytics
- Student lifecycle & success

Financial Services

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

Insurance

- Agency management
- Customer engagement & distribution
- Policy administration, claims & billing
- Pricing & underwriting

Software Team

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- Founder & CEO, NaviSys
- Interim COO, FAST

Steve Hoffman

Operating Partner

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