

The NexPhase Approach

Specialization

Industry vertical teams bring true domain expertise

Thematic

Target subsectors based on relevant investment themes and trends

Operators

Operational enhancement via 15 industry and functional experts

Value Creation

Systematic approach to creating market leaders

Partner of Choice

Over 80% of investments entrepreneur-owned and operated at close

100+ investments completed and \$2.1 B capital raised and managed since inception

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

Add-On Criteria

	<i>April 2022</i>	SaaS-based platform focused on the adult and workforce training / certification markets	<i>Adult education and workforce / professional training technology</i>
	<i>August 2021</i>	Benefits administration software for insurance carriers, brokers and employer groups	<i>Decision support, billing reconciliation, and data analytics</i>
	<i>November 2019</i>	Sales-enablement software for the retail automotive and other industries	<i>Martech software for the automotive and legal industries</i>
	<i>November 2019</i>	Continuing professional education and exam preparation courseware	<i>CPE or exam prep solutions in accounting, finance, healthcare, and insurance</i>
	<i>March 2018</i>	Recreational licensing and reservations software for state government agencies	<i>Licensing, permitting and reservations software for state and local governments</i>
	<i>October 2016; exited September 2019</i>	SaaS-based marketing software for residential real estate agents and brokers	
	<i>September 2015; exited December 2019</i>	Policy administration and distribution solutions for the life insurance and annuity industries	
	<i>December 2014; exited October 2020</i>	Sales enablement software for the life insurance and annuity industries	
	<i>June 2014; exited June 2017</i>	SaaS-based workforce management solutions to small and mid-sized businesses	
	<i>May 2012; exited January 2017</i>	Maintenance management software for the aviation industry	

Focus Areas: Vertical Software

EdTech

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

FinTech

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

GovTech (state and local)

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

InsurTech (P&C, L&A, benefits)

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

LegalTech

- eBilling, IP management, compliance
- Enterprise legal management
- Practice & case management

PetTech

- Education & compliance management
- Lead Gen & CRM Software
- Practice management software

Software Team

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Operating Partner

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- President, Blackboard