

# 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 \$2.6B capital raised and managed since inception

# **Investment Criteria**

Ownership	Control	
Location	North America	
Revenue	\$15MM - \$75MM	
Equity Investment	\$40MM - \$150MM	
Financial Profile	Asset-light, high growth	

Preference for entrepreneurowned businesses

# Transaction Opportunities:

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# Software Portfolio Companies

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

Add-On Criteria

### **Joel Killion**

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### **Bob Gartland**

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### **Quint Carr**

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### Mike Roe

**Operating Partner** 

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

# **Steve Hoffman**

Operating Partner

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

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