

## 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 16 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

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

*Preference for entrepreneur-owned businesses*







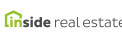




## Transaction Opportunities:

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## Software Portfolio Companies

			Add-On Criteria
	Insurance Systems Inc. June 2024	Policy administration system for the property and casualty insurance industry	InsurTech software for the property and casualty insurance industry
	April 2022	SaaS-based platform focused on the adult and workforce training/certification markets	Adult education and workforce/professional training technology
	August 2021	Benefits administration software for insurance carriers, brokers and employer groups	Decision support, billing reconciliation, and data analytics
	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
	March 2018; exited June 2024	Recreational licensing and reservations software for state government agencies	Licensing, permitting and reservations software for state and local governments
	October 2016; exited September 2019	SaaS-based marketing software for residential real estate agents and brokers	
	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: Software

### GovTech

- Admin, Finance & Operations
- Civic Engagement
- Courts & Justice
- Environmental & Regulatory
- Health & Human Services
- Infrastructure & Resource Mgmt.
- Permitting, Licensing & Registrations
- Public Safety
- Tax & Payments

### InsurTech

- Agency Management
- Customer Engagement & Distribution
- Data & Analytics
- Policy Administration, Claims, Billing & Back Office
- Pricing & Underwriting

### HealthcareTech

- Digital Therapeutics
- Drug Dev. & Discovery
- Operational Efficiency
- Payor Financial Mgmt.
- Patient Engagement
- Pharma GTM Support
- Practice Mgmt./EHR/Clinical
- Rev. Cycle/Infrastructure
- Telemedicine
- VBC/Population Health

### EdTech

- Content Mgmt. & Authoring Tools
- Credentialing & Badging
- General Corporate Training
- Learning Management Systems (LMS)
- Non-Professional Adult Education
- Professional Education & Training

## Software Team

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### Mike Roe, InsurTech & HealthcareTech

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

### Steve Hoffman, EdTech & GovTech

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

### John King, HealthcareTech

- CEO, OmniSYS
- SVP, McKesson