

WHO WE ARE

NexPhase Capital is a private equity investment firm focused on growth-oriented, lower middle market companies within the healthcare, industrial services, software and consumer sectors. We apply our sector-focused strategy to identify and invest in leading companies and support their continued success.

Our experienced investment team is bolstered by the insights and vision of respected operating professionals with a range of industry and operational expertise. We strive to accelerate the growth of our partner companies and create value for all stakeholders.

NexPhase was formed in 2016 by the former principals of Moelis Capital Partners and advises \$1.2B of private equity capital.

INVESTMENT CRITERIA

Ownership	Control or co-lead
Location	North America
EBITDA	\$5MM – 30MM
TEV	\$25MM – 250MM
Investment	\$25MM – 75MM

Asset-light, high cash flow, growth businesses

FOCUS AREAS: SOFTWARE

Financial Services // Insurance, Real estate, Lending & Mortgage, Bank operations

Education/Certification/Training // Continuing professional education, Assessment & Analytics, Student lifecycle

Healthcare // Healthcare monitoring, On-demand/ Telehealth, Patient engagement, Data gap closing & Analytics

Energy/Power & Utilities // Billing/CIS, Supply/Demand forecasting, Pricing & Sales management, Demand response

State & Local Government // Licensing/Permitting/ Registrations, Citizen portals, Business services

The information herein is not an advertisement or intended for use by investors, and does not constitute an investment recommendation. Portfolio companies identified do not represent all of the investment decisions made by the NexPhase investment team; the full list of all investment decisions is available upon request. No assumptions should be made that these, or any other investments, were or will be profitable. Some listed portfolio companies represent investment decisions made while part of Moelis Capital Partners. Operating Partners or Executive Advisory Board members are not NexPhase employees, but are consultants compensated by NexPhase funds or portfolio companies; their compensation will not offset any NexPhase management fees.

SOFTWARE PORTFOLIO COMPANIES

Brandt Information Services
Software and mobile solutions provider supporting the issuance of recreational licenses and permits on behalf of state wildlife and natural resource agencies *March 2018*



ADD ONS: Licensing, permitting and certification solutions for state and local governments

Inside Real Estate Provider of cloud-based marketing software for residential real estate agents and brokers to source, convert, and manage their customers *October 2016*



ADD ONS: Marketing/CRM software for residential real estate agents and brokers

FAST Provider of core software solutions to the insurance industry, including policy administration, distribution management and underwriting *September 2015*



ADD ONS: Life insurance and annuity carrier software

Insurance Technologies Provider of software and technology-enabled sales automation platforms to financial services companies *December 2014*



ADD ONS: Life insurance and annuity sales automation software

SwipeClock Provider of SaaS-based workforce management solutions (time, attendance and scheduling) to small and mid-sized businesses *June 2014; exited July 2017*



Simple. Affordable. Time & Attendance

Mxi Technologies Maintenance and engineering software provider serving the aviation community *May 2012; exited January 2017*



SOFTWARE TEAM

Steve Hoffman
Executive Advisor

- CEO, Prometric
- CEO, Element K
- President & COO, Blackboard, Inc.

Mike Roe
Executive Advisor

- Founder & CEO, OpLogix
- Founder & CEO, NaviSys
- Board of Managers, FAST

Micah Valine
Executive Advisor

- Founder, Plektron Solutions
- SYSCO Food Services, TreeHouse Foods

Ned Stringham
Operating Partner

- CEO, Inside Real Estate
- Founder, 42 Ventures
- CEO, SBI Razorfish

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