

## 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:

**Lex Leeming, Partner & Head of Business Development**


LLeeming@NexPhase.com  
(212) 878-6005

**Leila Rashtchi, Business Development**

LRashtchi@NexPhase.com  
(212) 878-6008

600 Lexington Avenue 8<sup>th</sup> Floor  
New York, NY 10022  
www.NexPhase.com

## Software Portfolio Companies

			Add-On Criteria
	ISI Insurance Systems Inc. May 2024	Policy administration system for the property and casualty insurance industry	InsurTech software for the property and casualty insurance industry
	Aztec April 2022	SaaS-based platform focused on the adult and workforce training/certification markets	Adult education, financial wellness, and career education
	selerix August 2021	Benefits administration software for insurance carriers, brokers and employer groups	Decision support, billing reconciliation, data analytics, and enrollment support and services
	DEALERON November 2019	Sales-enablement software for the retail automotive and other industries	MarTech software for the automotive and legal industries
	KNOWFULLY November 2019	Continuing professional education and exam preparation courseware	CPE or exam prep solutions in accounting, finance, healthcare, and insurance
	BRANDT March 2018; exited/reinvested May 2024	Recreational licensing and reservations software for state government agencies	
	inside 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	
	INSURANCE TECHNOLOGIES December 2014; exited October 2020	Sales enablement software for the life insurance and annuity industries	
	SwipeClock June 2014; exited June 2017	SaaS-based workforce management solutions to small and mid-sized businesses	
	OmniSYS November 2013; exited December 2021	Clinical pharmacy technology	
	MX May 2012; exited January 2017	Maintenance management software for the aviation industry	

## Focus Areas: Software

Targeting investments in growth-oriented, vertical software businesses. Target software sub-sectors include but are not limited to the following:

### 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.
- Pharma GTM support
- Practice mgmt./EHR/clinical
- Rev. cycle/Infrastructure
- VBC/population health

### EdTech

- Content mgmt. & authoring tools
- Credentialing & badging
- General corporate training
- Learning technologies
- Non-professional adult education
- Professional education & training

## Software Team

**Joel Killion, Partner**

(212) 878-6004  
JKillion@NexPhase.com

**Bob Gartland, Partner**

(212) 878-6010  
BGartland@NexPhase.com

**Quint Carr, Vice President**

(212) 878-6022  
QCarr@NexPhase.com

**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
- President, Standard Register Healthcare
- SVP, McKesson