

## Our 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

*120+ investments completed and \$2.6B capital raised and managed since inception*

### Investment Criteria

Preference for entrepreneur-owned businesses

|                   |                              |
|-------------------|------------------------------|
| Ownership         | > 50%                        |
| Location          | North America                |
| Revenue           | \$15MM to \$75MM             |
| Equity Investment | \$40MM to \$225MM            |
| Financial Profile | Asset-efficient, high growth |

### Investment Opportunities



#### Lex Leeming

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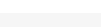
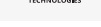
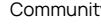


#### Leila Rashtchi

Business Development  
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### Software & Technology Portfolio Companies

Add-On Criteria

|                                                                                                                               |                                     |                                                                                                |                                                                                               |
|-------------------------------------------------------------------------------------------------------------------------------|-------------------------------------|------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
|  <b>Empower</b><br>Community Care            | July 2025                           | Evidence-based programs ("EBP"), software, and services for at-risk youth and adolescents      | Youth-focused EBP, justice-focused software, provider workflow software                       |
|  <b>ISI</b><br>Insurance System Inc.         | May 2024                            | Policy administration system for the property and casualty insurance industry                  | InsurTech software for the property and casualty insurance industry                           |
|  <b>Aztec</b>                                | April 2022                          | SaaS-based platform focused on adult & workforce training/certification                        | Adult education, financial wellness, and career education                                     |
|  <b>selerix</b>                              | August 2021                         | Benefits administration software for insurance carriers, brokers, and employer groups          | Decision support, billing reconciliation, data analytics, and enrollment support and services |
|  <b>DEALERON</b>                             | November 2019                       | Sales enablement software for the retail automotive and other industries                       | MarTech software for the automotive and legal industries                                      |
|  <b>KNOWFULLY</b>                            | November 2019                       | Continuing professional education ("CPE") and exam preparation                                 | CPE or exam prep solutions in accounting, finance, healthcare, and insurance                  |
|  <b>BRANDT</b><br>Recreation                 | March 2018;<br>Reinvested May 2024  | Recreational licensing and reservations software for state government agencies                 |                                                                                               |
|  <b>inside</b> real estate                  | October 2016;<br>Exited Sep. 2019   | SaaS-based marketing software for residential real estate agents and brokers                   |                                                                                               |
|  <b>FAST</b>                               | September 2015;<br>Exited Dec. 2019 | Policy administration and distribution solutions for the life insurance and annuity industries |                                                                                               |
|  <b>LIFELOGIX</b><br>TECHNOLOGIES          | December 2014;<br>Exited Oct. 2020  | Sales enablement software for the life insurance and annuity industries                        |                                                                                               |
|  <b>swipeclock</b><br>WORKFORCE MANAGEMENT | June 2014;<br>Exited June 2017      | SaaS-based workforce management solutions to small and mid-sized businesses                    |                                                                                               |
|  <b>OmniSYS</b>                            | November 2015;<br>Exited Dec. 2021  | Clinical pharmacy technology                                                                   |                                                                                               |
|  <b>MX</b>                                 | May 2011;<br>Exited Jan. 2017       | Maintenance management software for the aviation industry                                      |                                                                                               |

### Software & Technology Focus Areas

\*High-priority subsectors

- AECOTech
- AerospaceTech
- AutoTech
- Community-based Tech
- EdTech
- EnergyTech
- EntertainmentTech
- FinTech
- FoodServiceTech
- GovTech
- GRCTech
- HealthcareTech
- HospitalityTech
- Human Resources/Workforce Management
- InsurTech
- LegalTech
- ManufacturingTech
- Marketing / CRM / Sales
- PetTech
- PropTech
- RetailCPGTech
- Transportation / Logistics / Supply Chain Management

### Software & Technology Team



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#### Bob Gartland Partner

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#### Quint Carr Principal

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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, President - Standard Register Healthcare, SVP - McKesson