

Our Approach

Specialization

Industry vertical teams bring true domain expertise

Thematic

Target subsectors based on relevant investment themes and trends

Operators

Operational enhancement via 19 industry and functional experts

Value Creation

Systematic approach to creating market leaders

Partner of Choice

Approx. 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



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Select Software & Technology Portfolio Companies

Add-On Criteria

	July 2025	Evidence-based programs ("EBP"), software and services for at-risk youth and adolescents	Youth-focused EBP, justice-focused software, provider workflow software
	May 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 adult & workforce training/certification	Adult education, financial wellness, and career education
	August 2021	Benefits administration software for insurance carriers, brokers and employer groups	Decision support, billing reconciliation, data analytics, and enrollment support and services
	November 2019	Sales enablement software for the retail automotive and other industries	MarTech for the automotive, legal, and home services sectors
	November 2019	Continuing professional education ("CPE") and exam preparation	CPE or exam prep solutions in the healthcare sector
	March 2018; Exited/Reinvested May 2024	Recreational licensing and reservations software for state government agencies	
	October 2016; Exited Sep. 2019	SaaS-based marketing software for residential real estate agents and brokers	
	September 2015; Exited Dec. 2019	Policy administration and distribution solutions for the life insurance and annuity industries	
	December 2014; Exited Oct. 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	
	November 2013; Exited Dec. 2021	Clinical pharmacy technology	
	May 2012; 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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Mike Roe InsurTech & HealthcareTech

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



Steve Hoffman EdTech & GovTech

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John King HealthcareTech

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