

FrontierCapital

GROWTH EQUITY FOR SOFTWARE AND SERVICES

OVERVIEW

Frontier Capital is a Charlotte-based growth equity firm focused exclusively on software and technology-enabled business services. Founded in 1999, Frontier partners with management teams that can benefit from capital to accelerate growth, fund acquisitions or generate shareholder liquidity. We make minority and majority equity investments in high growth companies and have built an excellent track record of delivering returns to both our investors and management partners.

SMART GROWTH ADVANTAGE

Frontier's Smart Growth approach focuses on transforming growth companies into Market Leaders. It starts with shared values and alignment between investors and management. Once this relationship is established, we partner to deliver a thoughtful and measured approach to growth that includes a proven playbook of best practices to help drive successful outcomes for our portfolio.

INVESTMENT PROFILE

- B2B Software and Tech-enabled Business Services
- Revenue of \$10 Million to \$30 Million
- Recurring Revenue Business Model
- Middle Market or Large Enterprise Customer Base
- 50% + Gross Margin
- 20% + Annual Revenue Growth
- \$10 Million to \$50 Million per Investment
- Majority or Minority Stakes

SECTOR FOCUS

SOFTWARE AND SERVICES – THAT'S ALL WE DO



HCM Software & Services

Tech-enabled solutions to aid in the identification, recruitment and management of human capital



Healthcare IT

Health management software and services for employers, payors and providers



Vertical SaaS

Web-based operational software solutions for businesses



Cyber Security

Software and services designed to protect the critical infrastructure and information assets of an enterprise



BI & Analytics

Software solutions to improve visibility and enhance the data-driven decisions of an organization

REPRESENTATIVE INVESTMENTS

 HCM Software & Services
  Healthcare IT
  Vertical SaaS
  Tech-Enabled Business Services
  Cyber Security
  BI & Analytics



AccessOne
Charlotte, NC
www.accessonemedcard.com



Tech-enabled platform that provides patient financing and payment options



Teladoc
Dallas, TX
www.teladoc.com



Telehealth platform providing on-demand remote medical care via mobile devices, the internet and phone (NYSE:TDOC)



Zephyr
Newark, CA
www.getzephyr.com



Real-time enterprise test management software enabling collaboration throughout the entire software development cycle



Aviacode
Salt Lake City, UT
www.aviacode.com



Cloud-based medical coding software and services for hospitals, provider groups, ambulatory surgical centers, and health plans



Tango
Dallas, TX
www.tangoanalytics.com



SaaS retail and restaurant location analytics, managed services and consulting solutions for managing an enterprise's real estate assets and store development activities



Electronic Commerce, Inc.
Elkhart, IN
www.ecipay.com



SaaS fully unified human capital management (HCM) platform for the entire employee lifecycle



NetDocuments
Lehi, UT
www.netdocuments.com



Cloud-based document and email management solutions for the legal industry



InteliSecure
Denver, CO
www.inteliscure.com



Cyber security solutions to help organizations protect their most critical assets



Simplifi
Fort Worth, TX
www.simplifi.fi



Display advertising platform and solutions for advertisers, publishers and networks



MultiLing
Provo, UT
www.multiling.com



Global patent and technical document translation services provider



talentReef
Denver, CO
www.talentreef.com



Recruiting and talent management systems for hourly and decentralized workers

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