

## Frontier Overview

### Growth Equity for B2B Software

#### Overview

Frontier Capital is a Charlotte-based growth equity firm focused exclusively on B2B software. 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 are focused on seeking to deliver returns to both our investors and management partners.

#### The Frontier Approach to Growth

Frontier's approach starts by establishing a relationship with shared values and alignment between investors and management. We apply our proprietary system of identifying opportunities found in a company's "Growth Engine." We look at all aspects of revenue and go-to-market strategies – in product, marketing, sales, delivery and customer success – and help create a customized growth roadmap, sharing best practices, resources and supporting technology. Our innovative approach seeks to help transform Growth Companies into Market Leaders.

#### Typical Investment Profile

- B2B software
- Revenue of \$10 million to \$30 million
- Recurring revenue business model
- Middle market or large enterprise customer base
- 50%+ gross margins
- 20%+ annual revenue growth
- \$15 million to \$75 million per investment
- Minority or majority stakes

#### B2B Software *that's all we do*



##### HCM SOFTWARE

Software solutions to aid in the identification, recruitment and management of human capital



##### HEALTHCARE IT

Health management software for employers, payors and providers



##### VERTICAL SAAS

Web-based operational software solutions for businesses



##### ENTERPRISE RISK MANAGEMENT

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

# TYPICAL INVESTMENTS



This information is provided for illustrative purposes only. A complete list of investments made by Frontier Capital is available upon request.



### GovQA

Woodridge, IL  
www.govqa.com

SaaS-based platform that handles high-volume workflows for city, county, and state government agencies



### Phone2Action

Arlington, VA  
www.phone2action.com

SaaS-based digital advocacy platform that connects citizens to lawmakers



### Clearwave

Atlanta, GA  
www.clearwaveinc.com

SaaS-based leading provider of digital check-in, eligibility, and payments solutions to health systems and physician practices



### PriceSpider

Irvine, CA  
www.pricespider.com

SaaS-based platform providing advanced retail data of leading consumer brands for actionable consumer conversion and brand optimization intelligence



### ListenFirst

New York, NY  
www.listenfirstmedia.com

SaaS-based provider of comprehensive social analytics solutions utilized by consumer brands to leverage social media signals to drive business outcomes



### Agreement Express

Vancouver, BC  
www.agreementexpress.com

SaaS-based digital onboarding solution provider focused on streamlining and enhancing the client experience for wealth management, payments, and insurance providers



### MediaPro

Bothell, WA  
www.mediapro.com

SaaS-based platform enables organizations of all sizes to analyze, plan, train, and reinforce education for their employees on critical security, privacy, and compliance issues



### Igloo

Kitchner, Ontario  
www.igloosoftware.com

Provider of digital workplace solutions that connect people, processes, and information to create a more productive and engaged workforce



### Power DMS

Orlando, FL  
www.powerdms.com

Cloud-based compliance and document management SaaS solution that helps organizations reduce risk and liability



### MediaRadar

New York, NY  
www.mediaradar.com

Sales enablement software for advertising sales reps at media companies



### Dinova

Atlanta, GA  
www.dinova.com

Proprietary marketplace connecting expense account diners to quality restaurants



### AccessOne

Charlotte, NC  
www.accessonemedcard.com

Tech-enabled platform that provides patient financing and payment options



### Tango

Dallas, TX  
www.tangoanalytics.com

SaaS retail and restaurant strategic location development and predictive analytics services



### VIBE

Elkhart, IN  
www.vibehcm.com

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



### IntelSecure

Denver, CO  
www.intelisecure.com

Cyber security solutions to help organizations protect their most critical assets



### talentReef

Denver, CO  
www.talentreef.com

Recruiting and talent management systems for hourly and decentralized workers

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