

Frontier Overview

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 are focused on delivering 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 time-tested 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 helps transform Growth Companies into Market Leaders.

Typical 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 margins
- 20%+ annual revenue growth
- \$15 million to \$75 million per investment
- Minority or majority stakes

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



ENTERPRISE RISK MANAGEMENT

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

TYPICAL INVESTMENTS



**HCM
SOFTWARE
& SERVICES**



HEALTHCARE IT



**VERTICAL
SaaS**



**TECH-ENABLED
BUSINESS
SERVICES**



**ENTERPRISE
RISK
MANAGEMENT**

A complete list of all investments made by Frontier Capital is available upon request.



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



InteliSecure

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