



FrontierCapital

GROWTH EQUITY FOR BUSINESS SERVICES

FRONTIER ADVANTAGE

Business Services Focus

Our focus on technology enabled business services makes Frontier a stronger partner. By specializing, we have developed a comprehensive understanding of the opportunities and challenges facing these types of companies.

Team Approach

When companies partner with Frontier they receive access to the resources of our entire firm and not just one investment professional.

Relationship Based

One key to Frontier's success is our relationship based approach to investing. We believe investments must be predicated on a solid relationship and alignment amongst all shareholders and management.

FRONTIER FOCUS



- Technology and software enabled business services
- \$5 million to \$25 million equity investments
- \$5 million to \$30 million in revenue
- 20%+ annual revenue growth rates
- 35%+ gross margins and proven profitability
- Seeking minority or majority growth investments

FRONTIER OVERVIEW

Frontier Capital is a Charlotte-based growth equity firm focused exclusively on 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.

RECENT INVESTMENTS



e-VERIFY provides background risk assessment, administrative support and workforce solutions to enterprises and regulated industries. The company's web-based platform helps customers streamline their processes for screening, hiring, and interacting with potential and existing employees, contractors, suppliers and vendors.



Healthx provides online healthcare portals to health insurers, medical providers, and employers. The company's software-as-a-service (SaaS) technology platform provides over 13 million health plan members and 425,000 physicians with a central data repository for key, real time information such as healthcare claims, benefit plan design, and eligibility data. Frontier partnered with Healthx management to effect a majority recapitalization and support the company's next phase of growth.

For more information on our investments please visit

www.FrontierCapital.com

1111 Metropolitan Avenue, Suite 1050 Charlotte, NC
704.414.2880



REPRESENTATIVE INVESTMENTS



e-VERIFILE
Atlanta, GA
www.e-verifile.com

Provider of background risk assessment, administrative support and workforce solutions to enterprises and regulated industries



Healthx
Indianapolis, IN
www.healthx.com

On-demand (SaaS) provider of online healthcare portals to health insurers, medical providers and employees



Celergo
Chicago, IL
www.celergo.com

A leading provider of consolidated global payroll services



Perceptis
Greenville, SC
www.perceptis.com

Advanced help desk, customer support services and business intelligence to the higher education market



Lanyon
Dallas, TX
www.lanyon.com

On-demand (SaaS) content, bid and spend management solutions to the global travel and hospitality industries



Social Solutions
Baltimore, MD
www.socialsolutions.com

On-demand performance management software (SaaS) and solutions to the human services nonprofit sector



Viverae
Dallas, TX
www.viverae.com

Population health management solutions to enable companies to manage and reduce health care costs



Daxko
Birmingham, AL
www.daxko.com

On-demand software (SaaS) and solutions to YMCAs and other member-based organizations



RYLA
Kennesaw, GA
www.ryla.com

High-value domestic customer contact solutions to Fortune 1000 companies, government agencies and non-profits
Acquired by Alorica, Inc.



AnodyneHealth
Atlanta, GA
www.anodynehealth.com

Revenue cycle management solutions to healthcare provider organizations
Acquired by athenahealth, Inc. (ATHN)



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