



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 was founded in 1999 as a private equity firm focused on providing capital and support to technology enabled business services companies. We invest in high growth companies with a proven solution in the marketplace that can benefit from capital to accelerate growth, fund acquisitions, or generate shareholder liquidity. Our firm has built an excellent track record of delivering returns to both our investors and management partners.

RECENT INVESTMENTS

Healthx

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.



Celergo serves multinational corporations as the central processor through which they pay a globally dispersed workforce. They currently deliver payroll in 97 countries and provide clients centralized control, enhanced visibility, and cost efficiencies in managing the complex world of local payments and compliance. Frontier’s investment will support expansion of sales and marketing resources and further enhancement of Celergo’s service delivery.

For more information on our investments please visit

www.FrontierCapital.com

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REPRESENTATIVE INVESTMENTS



Healthx
Indianapolis, IN
www.healthx.com

Provider of online healthcare portals to health insurers, medical providers, and employers.



Celergo
Chicago, IL
www.celergo.com

A leading provider of consolidated global payroll services.



Perceptis
Cleveland, OH
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.



Anodyne Health
Atlanta, GA
www.anodynehealth.com

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



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