

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 revenue and profitable**
- **\$5 million to \$15 million Equity Investments**
- **Capital for Growth, Acquisitions and Liquidity**

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



The leading provider of on-demand (SaaS) content, bid and spend management solutions to the global travel and hospitality industries.



The leading provider of on-demand performance management software (SaaS) and solutions to the human services nonprofit sector with a focus on measuring efforts to outcome (ETO) to provide organizations with a clear picture of which efforts are having the greatest impact on the social issues they address.



The leading provider of on-demand software (SaaS) and solutions to enable YMCAs and other member-based organizations to operate more efficiently, grow healthier organizations, and serve their communities more effectively.

For more information on our investments please visit

www.FrontierCapital.com

1111 Metropolitan Avenue, Suite 1050 Charlotte, NC 28204
704.414.2880

REPRESENTATIVE INVESTMENTS



Lanyon
Dallas, TX
www.lanyon.com

Software as a Service

The leading provider of on-demand (SaaS) content, bid and spend management solutions to the global travel and hospitality industries



Social Solutions
Baltimore, MD
www.socialsolutions.com

Software as a Service

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



Viverae
Dallas, TX
www.viverae.com

Specialty Business Services

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



BIA
Boston, MA
www.biadvisors.com

Specialty Business Services

The leader in providing research solutions through the application of behavioral analysis



Daxko
Birmingham, AL
www.daxko.com

Software as a Service

The leading provider of on-demand software (SaaS) and solutions to YMCAs and other member-based organizations



Inclinix
Wilmington, NC
www.inclinix.com

Outsourced Pharmaceutical Services

Enrollment Contract Research Organization (CRO) providing outsourced clinical trial recruitment solutions



RYLA
Kennesaw, GA
www.ryla.com

Specialty Business Services

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



SecureWorks
Atlanta, GA
www.secureworks.com

Managed Services

The leading Security as a Service provider offering protection across the network, safeguarding the perimeter, data, customers and partners
Acquired LURHQ



Accipiter Solutions
Raleigh, NC
www.accipiter.com

Software as a Service

Ad-Serving technology that enables web publishers, marketers, and media networks to manage targeted online advertising campaigns
Acquired by aQuantive (AQNT), now Microsoft(MSFT)



Anodyne Health
Atlanta, GA
www.anodynehealth.com

Healthcare IT and Services

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



Digital Envoy
Atlanta, GA
www.digitalenvoy.net

Software as a Service

Provides geographic information about Internet users that allows companies to target content and prevent fraudulent activity
Acquired by Landmark Communications



Peak 10
Charlotte, NC
www.peak10.com

Managed Services

The leading independent data center operator and managed services provider operating 12 data centers in 9 markets
Sold to McCarthy Group

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