

Vertical Software

We invest in companies that provide software to niche vertical markets. These companies have a deep understanding of their customers' unique needs and an offering that is difficult for competitors to replicate.



End markets of particular interest include:

EDTECH, FREIGHTTECH, GOVTECH, INSURTECH

Company attributes we look for:

- Products and services that are highly tailored to a unique end-market
- Deep integration into the customers' ongoing business operations
- Strong unit economics
- Innovative and efficient means for growing existing customers and attracting new ones
- Intuitive, customer-driven product or service development pipeline
- Capital efficient business model

Investment Criteria:

- Interested in both majority recapitalizations and minority growth investments
- **Buyout Check Size: \$50 - \$150 Million**
- **Growth Equity Check Size: \$5 - \$50 Million**
- \$5 Million+ ARR
- Strong Gross and Net Retention
- 70%+ Gross Margins
- Sustainable and Efficient Unit Economics
- Highly Capital Efficient

Representative Investments



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