



RF INVESTMENT PARTNERS

NEW YORK | CHICAGO | CHARLOTTE | AUSTIN
www.rf-partners.com

Firm Overview

~\$700M

AUM

24

Current Investments

18

Former Portfolio Execs as LPs

16

Team Members

RF Software Team



JAMES BISHOP

Director

jbishop@rf-partners.com



JACOB GORDON

Director

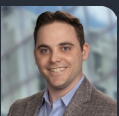
jgordon@rf-partners.com



ZACH FRIEDMAN

Vice President

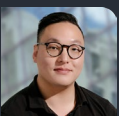
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GRIFFIN FITZGERALD

Associate

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DANIEL KIM

Associate

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Flexible debt & equity capital for growth-oriented software companies

We partner with founders and management teams to execute a shared vision and build category-defining, mission-critical software businesses.

Investment Focus

Company Profile

Mission-Critical Platforms
SaaS and/or Payments
\$5M+ ARR
Capital Efficient
US-Based

Securities

Unitranche Debt
Subordinated Debt
Preferred Equity
Common Equity

Investment Parameters

\$5 - 25M check sizes
5-year interest-only

Transaction Types

Growth Capital
Strategic M&A
Recapitalizations
Shareholder Liquidity
Mgmt. Buyouts
Independent Sponsors
Search Funds

Benefits

- Retain more ownership and upside than traditional growth equity
- Checks up to 1.5x ARR, providing greater flexibility and scale than banks and other debt providers
- Bespoke structures to cater to management's goals
- Value-added capital partner, providing access to software-focused advisory board, annual CEO summit, assistance with M&A, and management team buildout

Partnership



The RF team has been an invaluable partner to me and the Nextpoint team.














"They are thoughtful software investors who not only delivered a flexible financing solution, but also brought strategic resources and insights to help us scale our business."

Rakesh Madhava
Founder & CEO, Nextpoint





Representative Software Investments

 <p>Real-time payments for banks and credit unions</p>	 <p>Event management and payments for Salesforce</p>	 <p>Customer management & communications for auto repair shops</p>
 <p>Operational content & compliance management for aerospace and rail *</p>	 <p>Scheduling and workforce management platform for long term care facilities</p>	 <p>Member management platform for chambers of commerce and associations*</p>
 <p>Vendor management platform for property management</p>	 <p>E-discovery & case prep management for modern legal teams</p>	 <p>Registration & compliance for state & local law enforcement agencies</p>
 <p>E-commerce subscription management*</p>	 <p>Safety learning & compliance for high-risk industries*</p>	 <p>Medical imaging EMR platform for radiology</p>
	 <p>Medical claims platform for K-12 school districts*</p>	

*represents exited portfolio companies

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