



RF
INVESTMENT
PARTNERS

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

Firm Overview

~\$700M

AUM

23

Current
Investments

18

Former Portfolio
Execs as LPs

16

Team
Members

RF Software Team



JAMES BISHOP
Director
jbishop@rf-partners.com



ZACH FRIEDMAN
Vice President
zfriedman@rf-partners.com



GRIFFIN FITZGERALD
Senior Associate
gfitzgerald@rf-partners.com



DANIEL KIM
Associate
dkim@rf-partners.com

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

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

Securities

Unitranche Debt
Subordinated Debt
Preferred Equity
Common Equity

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



Real-time payments for banks and credit unions*



Event management and payments for Salesforce



Customer management & communications for auto repair shops



Operational content & compliance management for aerospace and rail *



Scheduling and workforce management platform for long term care facilities



Member management platform for chambers of commerce and associations*



Vendor management platform for property management*



E-discovery & case prep management for modern legal teams



Registration & compliance for state & local law enforcement agencies*



E-commerce subscription management*



Safety learning & compliance for high-risk industries*



Medical imaging EMR platform for radiology



Medical claims platform for K-12 school districts*

*represents exited portfolio companies

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