



RF
INVESTMENT
PARTNERS

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

Firm Overview

~\$700M

Assets Under
Management

41

Total
Investments

18

Former Portfolio
Execs as LPs

16

Team
Members

13

Software
Investments

8

Software
Exits

RF Software Team



JAMES BISHOP

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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.

US-Focused



With opportunistic consideration to Canada and other regions

\$4M+ ARR



Software, payments, managed services, and other recurring / re-occurring business models

\$5M-30M Investments



In 5-year interest-only term loans and/or equity with capacity to continue supporting portfolio companies beyond the initial commitment

Capital Efficient



Focused on founder-owned and operated businesses that are bootstrapped or lightly capitalized

Mission-Critical



Highly-retentive customers deeply engrained in workflows and further entrenched by data moats

Flexible Use Cases



Growth capital, M&A, shareholder liquidity, refinancings, management buyouts, independent sponsors, search funds, and more

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, 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*



Blackthorn

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



Vendor management platform for property management*



Nextpoint

E-discovery & case prep management for modern legal teams



Member management platform for chambers of commerce and associations*



E-commerce subscription management*



Safety learning & compliance for high-risk industries*



Registration & compliance for state & local law enforcement agencies*



Medical imaging EMR platform for radiology



Medical claims platform for K-12 school districts*

*represents exited portfolio companies

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