



**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

14

Software Investments

8

Software Exits

RF Software Team



JAMES BISHOP

Director

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ZACH FRIEDMAN

Vice President

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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



Boardable

Cloud-based board management platform built specifically for not-for-profit organizations



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



GROWTHZONE

Member management platform for chambers of commerce and associations*



Vendor management platform for property management*



Nextpoint

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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