

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, FREIGHTECH, 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



Contact

Aaron Clark

Managing Director

501-377-3765

aclark@stephensgroup.com

Ryan Morrow

Managing Director

501-320-0575

rmorrow@stephensgroup.com

The Stephens Group, LLC

100 River Bluff Drive, Suite 500

Little Rock, AR 72202

