

Technology & Business Services

INVESTMENT TARGETS

- Services and software
- Financial technology
- Information services
- Outsourcing/IT services

INVESTMENT THEMES

- Technology and software continue to increase applications at businesses
- Many companies use legacy/outdated processes
- Applied technology solutions are mature
- Niche markets underserved
- Recurring revenue business models, high retention rate

Representative Investments



Business service and risk mitigation technology



Manufacturer of optical components



Provider of deceased account collection solutions



Distributor of aftermarket components for fleet and related industries

ISC-BUNKER RAMO CORP

Turnkey banking systems



Third party logistics provider



Data provider to the insurance and auto industry



Provider of mobile communication services



Full service production management firm



Immersion-based language learning software



Designer and manufacturer of communication equipment



Software products for ATM networks

Technology & Business Services Expertise

Jim Lindner, *Operating Partner*

- 40 years in computer software technology and services
- 25 years as CEO or COO; has run companies with sales from \$100 – over \$500 mm
- Growth oriented
- Products, distribution, services, and international expertise

CURRENT



Property and casualty insurance claims solutions
CEO, Chairman

1994–1997



PC/mainframe software
President & CEO

1991–1994



Computer/peripheral hardware and services
President & COO

1985–1991

ISC-BUNKER
RAMO CORP

Turnkey banking systems
President & CEO

1966–1981



Technology conglomerate
Sales, Marketing and General Management

TECHNOLOGY & BUSINESS SERVICES

INVESTMENT TEAM

John Lindahl
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Tom Schauerman
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Full bios and portfolio responsibilities are available at www.nep.com.



Norwest Equity Partners

Technology & Business Services Expertise

John Hale, *Operating Partner*

- 40 years in technology product businesses
- 30 years as CEO across a variety of businesses
- Growth oriented
- Product service and development business expertise
- 10 years as NEP Operating Partner
- Chairman at CVI Melles Griot; board member at Peoplenet

1991



Audio and wireless communications products
Chairman, President & CEO

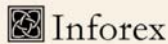
1986



High-bandwidth fiber optic communications
products (NASDAQ)
President, CEO & Director



Datapoint spin-out-customer service
division (NYSE)
President, CEO & Director



Datapoint acquisition, manufacturer of
computer systems
President & CEO

1978–1986



Computers and LANs
Executive Vice President

1961



Diversified industrial company, computers
Director of Products Support

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