

RoutingBox Secures \$22M Growth Investment from Phase Line Growth Partners to Expand NEMT Software Platform Nationwide

Investment accelerates national expansion, AI development, and strategic acquisitions as RoutingBox expands its Buffalo headquarters

BUFFALO, NY, UNITED STATES, September 3, 2026 /EINPresswire.com/ -- [RoutingBox](#), a leading software platform for non-emergency medical transportation (NEMT) providers, today announced a \$22 million investment from Phase Line Growth Partners, a growth equity firm that invests in B2B software companies.

The investment will accelerate RoutingBox's nationwide expansion, fund the development of AI-powered capabilities, expand its team, and support an acquisition strategy in a rapidly consolidating market.



Today, RoutingBox provides the technology infrastructure NEMT providers use to manage dispatching, routing, broker compliance, and billing. Its product suite includes RoutingBox, its core dispatch and fleet management platform; MedBatch, its Medicaid billing and claims platform; and ClientLink, its web-based portal connecting transportation providers with healthcare organizations and other trip sponsors.

RoutingBox was originally developed to run the founders' own NEMT fleet and brokerage, and was later established as a standalone software company serving providers nationally. "RoutingBox started because we had a problem we couldn't solve with existing technology," said Paul Snyder IV, CEO and Co-Founder of RoutingBox. "We built a better solution to a real operating problem and ultimately realized the same challenges existed across the industry."

Today, we have an opportunity to build the defining technology platform for NEMT nationally. This investment gives us the resources to expand our team here, accelerate innovation, and compete at a much larger scale across the country."

Technology Is Becoming Mission-Critical Infrastructure for NEMT

NEMT plays a critical role in the Medicaid program by connecting eligible members with healthcare when they lack other reliable transportation. Across the industry, states, managed care organizations, and transportation brokers are placing greater emphasis on trip verification, GPS documentation, billing accuracy, and measurable service performance. As these requirements spread, transportation providers are moving to compliance-grade platforms such as RoutingBox to stay in broker networks and get paid on time.

"The opportunity today is much larger than the problem Paul originally set out to solve," said Todd Fletcher, Co-Founder and Managing Partner of Phase Line Growth Partners. "NEMT today is more sophisticated, more regulated, and more dependent on technology. RoutingBox has the product, industry knowledge, and customer relationships to become the category leader, and our goal is to give Paul and his team the resources to accelerate that vision nationally."

"RoutingBox spent years building direct integrations across the NEMT ecosystem and earning the trust of hundreds of transportation providers," said George Eggers, Co-Founder and Managing Partner of Phase Line Growth Partners. "The platform sits at the intersection of operations, compliance, and revenue cycle, making it mission-critical for its customers. We believe RoutingBox has an opportunity to become the defining platform in this market, and we're excited to support the team as it pursues that opportunity."

In addition to organic growth, RoutingBox plans to pursue strategic acquisitions of software businesses that can expand its capabilities, customer reach, and position within the broader NEMT technology ecosystem, providing founder-led businesses with a well-capitalized strategic home for their next stage of growth.

GrowthPoint Technology Partners served as financial advisor and Lippes Mathias as legal counsel to RoutingBox. Wilson Sonsini Goodrich & Rosati served as legal counsel to Phase Line Growth Partners.

About RoutingBox

RoutingBox is an all-in-one NEMT dispatch software that helps transportation providers schedule trips faster, manage drivers, maintain compliance, streamline billing, and control costs. RoutingBox's product suite spans dispatching, routing, GPS compliance, billing, and client engagement tools for transportation providers and healthcare organizations. Headquartered in Buffalo, New York, RoutingBox supports transportation activity across more than 40 states. Learn more at routingbox.com.

About Phase Line Growth Partners

Phase Line Growth Partners is a growth equity firm that invests in B2B software companies. Through a concentrated partnership model, Phase Line helps founders and management teams build durable, market-leading businesses. Founded in 2025, the firm operates from Austin and Kansas City, and partners with software companies generating \$2M–\$10M in recurring revenue. Learn more at phaselinegp.com.

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