

EDISON MAINTAINS BRISK PACE 8 NEW INVESTMENTS IN 8 MONTHS

NEW INVESTMENTS

Edison completed an \$8 million financing in Alpharetta, GA-based Agentek. The proceeds will be used to expand marketing, sales and development. Agentek offers breakthrough communications technology that rapidly deploys mobile applications. Customers include IKON Office Solutions, Ferrellgas and Cardinal Logistics.

Joe Allegra, General Partner, and Dick Cook, Edison Director Network member, serve on the Board of Directors. Cook was the former CEO of MAPICS which completed an IPO. Sever Totia, Principal, conducted Edison's due diligence.

www.agentek.com



Edison completed a \$9 million investment in Business Financial Services based in Raleigh, NC with operations and marketing in Coral Springs, FL. The proceeds will be used to expand marketing and sales, plus provide shareholder liquidity. BFS provides cash advances to merchants throughout the United States which automatically are repaid from the credit card processor.

Chris Sugden, General Partner, and Mark Baumgartner, Edison Director Network member, serve on the Board of Directors. Baumgartner is the CFO of another Edison success, Liberty Tax. Ryan Ziegler, Investment Manager, and Orlando Mendoza, Director of Analysis, conducted Edison's due diligence.

www.businessfinancialservices.com



Edison completed a \$7.5 million investment in CheckPoint HR based in Edison, NJ. Edison Venture is the sole investor for this expansion stage business. CheckPoint HR offers a web-based solution to manage payroll, benefits administration and human resource functions. The proceeds will be used to expand sales, marketing, development and services plus provide shareholder liquidity.

Joe Allegra, General Partner, and Edison Director Network member, Jim Foster, joined the Board of Directors. Foster was COO of Best Software an Edison IPO success. Chris Sugden, General Partner led the investment process. Tom Vander Schaaff, VP Analysis, conducted due diligence.

www.checkpointhr.com



Edison completed a \$7.5 million investment in FolioDynamix based in New York, NY. Edison was the lead investor in the company's first institutional round. FolioDynamix provides software and services to the Wealth Management market including brokerage firms, asset managers and banks. Proceeds will be used for an acquisition, marketing and sales expansion.

Chris Sugden, General Partner joins Aron Miodownik and John Geraci, Edison Director Network members, on the Board of Directors. Miodownik was the former COO of Merrill Research. Geraci was the former SVP Sales for Advent Software. Ryan Ziegler, Investment Manager, and Michael Kopelman, Principal, assisted with the investment process. Rob Finn, Analysis Associate conducted Edison's due diligence.

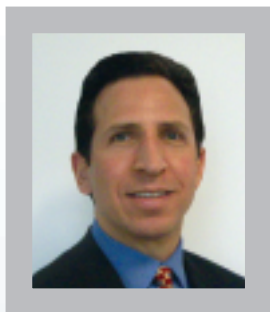
www.foliodynamix.com



Edison completed a \$4.3 million investment in Formatta. Edison is the sole institutional investor. Headquartered in Fairfax, VA, Formatta provides e-form solutions that enable businesses and government to capture and transfer electronic data. The proceeds will be used to expand marketing, client support and product development.

Gary Golding, General Partner, serves on the Board of Directors along with Edison Director Network member Norm Weissberg, EVP Sales of Vocus. Tom Vander Schaaff, Vice President of Analysis, conducted Edison's due diligence.

www.formatta.com



MICHAEL BALMUTH JOINS AS GENERAL PARTNER EDISON OPENS NEW ENGLAND OFFICE

Michael Balmuth opened our Needham, MA office where he oversees Edison's expansion in Massachusetts and Connecticut. Edison has completed 20 investments in New England including Blue Cod, CambridgeSoft, Maptuit, Sonicbids, Tangoe and VFA. Successful exits include Airxchange, Marcam, MathSoft, Netegrity, ReTec and Tylink.

Michael serves on the Board of Directors for Inmagic and PlumChoice. Balmuth also heads Edison's practice in healthcare information technology. As General Partner he participates in all firm-wide decisions regarding strategy, investments, exits and organization.

Balmuth brings 20 years of information technology experience as a venture capitalist, investment banker and software sales executive. Previously, Balmuth was a General Partner of Summit Partners and led their Accelerator Fund.

FOLLOW-ON INVESTMENTS

iContracts based in Three Bridges, NJ, received a \$4 million financing from Edison. The proceeds will be used to expand development, marketing, sales and services. Their contract management solutions are designed for the unique requirements of Life Sciences manufacturers and distributors.

John Martinson, Managing Partner, and two Edison Director Network members, serve on the Board of Directors. Flint Lane is the CEO of Billtrust. Rob LeClair is a pharma contract expert and CFO of Octagon Research, the leader in FDA submissions. Rob Finn, Associate, conducted Edison's due diligence.

www.icontracts.com



Edison completed a \$4.9 million investment in Portico. Headquartered in Blue Bell, PA, Portico provides software solutions to health insurance plans for provider network management. Safeguard Scientifics participated in the \$7.7 million financing. The proceeds will be used expand sales and marketing plus shareholder liquidity.

Doug Petillo, Partner, serves on the Board of Directors with Ed McCreger, Fiberlink, President, and Edison Director Network Member. Orlando Mendoza, Director of Analysis, conducted Edison's due diligence.

www.porticosys.com



Edison completed a \$7.5 million investment in Presidium Learning based in Reston, VA. The proceeds will expand development, marketing, sales and service offerings. Edison is the first investor in this late-stage company serving higher education. Presidium Learning provides a multi-channel contact center for supporting educational technology and college student services.

John Martinson, Managing Partner and George Pappas, Edison Director Network member, joined the Board of Directors. Sever Totia, Principal, led the investment process. Orlando Mendoza, Director of Analysis, conducted Edison's due diligence.

www.presidiumlearning.com



Edison supported the growth of Fishbowl Marketing by completing a \$1.0 million follow-on investment. Valhalla Partners led the \$12 million round for this late stage business. Edison's cumulative investment totals \$8 million.

Headquartered in Alexandria, VA, Fishbowl is the leader in permission-based email marketing solutions for the restaurant industry. The use of proceeds will expand sales, marketing and product development.

Gary Golding, General Partner, and Steve Vintz, Edison Director Network member, serve on the Board of Directors. Vintz is the CFO of another Edison success, Vocus (NASDAQ: VOCS).

www.fishbowl.com



Edison made a \$2 million follow-on investment in NYC-based M5 Networks. Edison led this \$3 million growth equity round. Edison's cumulative investment totals \$7 million. The proceeds will expand sales, marketing and product development.

M5 provides small and medium-sized businesses with Voice as a Service. This high-end Voice over IP hosted phone system reduces the expense, maintenance and obsolescence of an on-premise phone system. Multiple offices, remote office workers, telecommuters and road warriors can be brought together seamlessly.

Joe Allegra, General Partner, and Bill Wagner, Edison Director Network member, serve on the board of directors. Wagner is the Chief Marketing Officer of Vocus (NASDAQ: VOCS) and former Chief Marketing Officer of Fiberlink, both successful Edison investments.

www.m5net.com



EDISON OUTINGS



Evening view of the Hyatt Regency

activities, spa treatments, swimming, sailing, fishing, miniature golf, tennis and lots of good food.

Edison staff and families enjoyed a fun-filled weekend at the Hyatt Regency Chesapeake Bay Resort in Cambridge, MD. Situated on the banks of the Choptank River, the 400 acre resort encompasses a marina, tennis courts, 4 pools and golf course. The events included family games, children



Madison Mazzilli enjoyed floating with her dolphin

WANT TO JOIN IN THE FUN?

Contact Tricia Bradley for information on any Edison Social Event.

tricia@edisonventure.com - (609) 873-9224

WELCOME



JOE GIQUINTO
CONTROLLER

Edison welcomes Joe Giquinto as Controller. Joe will complete portfolio accounting, track investments and manage Edison's disbursements.

Joe has 10 years financial experience. Most recently, he was Accounting Manager with Venture Management Services which supports several private equity firms. Joe was also a senior accountant at Mercadien. Joe earned a BS in accounting from Rider University.

Joe Giquinto is based in our Lawrenceville, NJ headquarters and may be contacted at **609-873-9237** or jgiquinto@edisonventure.com.

ALL IN THE FAMILY



Jennifer and Orlando Mendoza (Principal, Analysis) welcomed baby girl No.4! Alexandra, Madisen and Olivia Mendoza are overjoyed with new sister, Hannah Casey Mendoza.



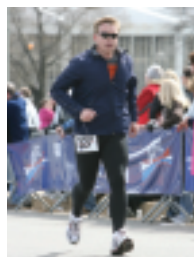
Baby No. 3 for Debbie and Chris Sugden (General Partner)! Cooper and Madison Sugden are happy to announce their new sister, Ava Quinn Sugden.



Sarah and Tom Vander Schaaff (VP, Analysis) and daughter Heidi announced the arrival of their 2nd daughter, Ava Florence Vander Schaaff.

Note:
Ava is the beautiful name selected for 3 of 4 recent births in Edison families. Were the parents all watching Ava Gardner movies?

COMMUNITY SERVICE



Many staff members at Edison serve their community. Tom Vander Schaaff, VP Analysis, supports the National MS Society thru 26 mile marathons. His latest was the SunTrust National Marathon. **Congratulations Tom!**

EDISON SPONSORS KID'S INVENTION COMPETITIONS THROUGHOUT MID-ATLANTIC

By Kids for Kids (BKFK) is a youth marketing company in Stamford, CT that hosts competitions to showcase, and commercialize K-8 innovation and entrepreneurship. The Kid's invention program is endorsed by The National Education Association and earned two congressional awards.

With the partnership of the Edison Venture Fund, BKFK is running state-wide competitions in NJ, NY, PA, MD, and VA. Youth participants, from the "gifted and talented" to the "diamonds in the rough," demonstrate their inventions. The kids receive prizes and assistance to license their product ideas. More info can be viewed at www.bkfk.com/statecompetitions.

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MORE THAN CAPITAL...

Business & Finance Referral Network

During our 23 year participation in the venture, technology and entrepreneurial communities, Edison has developed many relationships. We often introduce customers, distributors and key decision makers. Edison's involvement defuses the "small company" objection.

Edison initiates strategic alliances encompassing technology exchanges, joint marketing programs and equity investments. These corporate partnerships often accelerate a new company's market acceptance and international distribution.

Similarly, Edison's Limited Partners are interested in assisting and working with our entrepreneurial companies. They can serve as new product test sites and provide sophisticated customer feedback. Edison facilitates special relationships with major corporate, financial, and government institutions.

Edison also refers financing sources and professional service providers which effectively serve emerging growth companies

<i>Banks and Lenders</i>	<i>Patent Counsel</i>	<i>Auditors</i>	<i>Design Firms</i>
<i>Leasing Companies</i>	<i>Public Relations Firms</i>	<i>Accountants</i>	<i>Data Processing Services</i>
<i>Investment Banks</i>	<i>Advertising Agencies</i>	<i>Web Designers</i>	<i>Government Agencies</i>
<i>Law Firms</i>	<i>Executive Search Firms</i>	<i>Market Researchers</i>	<i>Insurance Agents</i>

UPCOMING EVENTS:

- Edison's Annual Meeting
- Edison Advisory & Valuation Committee
- Edison FinTech Roundtable
- New York Regional Sharing
- Edison Interactive Marketing Summit
- New Jersey Regional Sharing
- Edison CFO Network
- Edison Pharma Business Solutions Executives

Visit the Edison calendar at www.edisonventure.com for complete upcoming event schedule, detailed description and registration.

WWW.EDISONVENTURE.COM

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