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Edison Ventures Invests in KEMP Technologies Fuels Growth for Industry Leading Load Balancer for SMB

LAWRENCEVILLE, NJ, January 9, 2012 – [Edison Ventures](#) announced a \$7.5 million investment in Long Island based KEMP Technologies. Edison led a \$16M buy-out with Kennet Partners and Orix. The proceeds will be used to support product development, accelerate sales expansion and expand the company's international presence.

KEMP Technologies provides application delivery and load balancing products for the small and medium business segment. The company's solution enables customers to more effectively manage their corporate infrastructure and minimize downtime. The company's products include a hardware appliance and cloud solution for virtual and hosted environments.

[Lenard Marcus](#), Edison Principal led the investment noted, "As bandwidth requirements of corporations large and small continue to increase KEMP Technologies' effective and efficient load balancing products are mission critical for managing infrastructure." [Tom Vander Schaaff](#), Edison Partner led the diligence for the investment noted, "KEMP's customers viewed the technology as a must have and commended the reliability of the technology." Lenard Marcus joined the Board of Directors, along with John Becker, Edison Director Network member.

"The financing comes at an important time in KEMP's history and we are excited to enter this partnership. Edison's operating experience, particularly in sales, marketing and channel development are critical to accelerate KEMP's growth," stated Ray Downes, President of KEMP Technologies. "KEMP addresses essential need in the SMB market that has been ignored."

Edison Ventures is currently investing its seventh fund. KEMP Technologies will be grouped in Edison's [Enterprise 2.0 portfolio](#). The Enterprise 2.0 industry segment includes investments in cloud, SaaS applications, infrastructure software, mobile, education, and security software. Edison portfolio companies in these industry segments include: Tangoe, NSI, SanPulse, M5, Motionsoft, Archive, Neat and LearningGuide. Successful exits include: Axent, Visual Networks, Vocus, Best Software, VirtualEdge and POMS.

About Edison Ventures

Established in 1986, Edison partners with entrepreneurs, service providers and other financing sources to build successful companies. Edison provides capital and value-added services to late stage (\$5 to 20 million revenue), information technology businesses. Initial investments range from \$5 to 10 million. Edison typically serves as sole or lead investor. In addition to providing expansion capital, Edison funds management buyouts, recapitalizations, spinouts and secondary stock purchases.

Edison's investment professionals are based in Lawrenceville, NJ, New York, NY, McLean, VA, Needham, MA, and Cleveland, OH. Industry specialties include Financial Technology, Healthcare IT, Interactive Marketing and eCommerce and Enterprise 2.0. Edison's successes include Cambridgesoft, Dendrite, Gain Capital, Liberty Tax, Marcam, M5, Mathsoft, Neat, Octagon, PlumChoice, Tangoe, Virtual Edge, Visual Networks, Vocus and many other information technology leaders, which have a combined market value exceeding \$5 billion. Edison Ventures currently manages over \$700 million and actively making new investments. For more information on Edison Ventures, please visit www.edisonventures.com and follow us on Twitter [@edisonventure](https://twitter.com/edisonventure).

About KEMP Technologies

KEMP Technologies is a leader in affordable server load balancer appliances and application delivery controllers tailored to meet the needs of businesses that rely on the Internet for e-commerce and business-critical applications. KEMP helps companies rapidly grow their business with 24/7 high-availability, better web infrastructure performance, scalability and secure operations – while streamlining IT costs.

KEMP's highly affordable LoadMaster products include Layers 4-7 load balancing, content switching, server persistence, SSL offload/acceleration, and application front-end capabilities (caching, compression, intrusion prevention system), plus one full year of product support – delivering industry leading price/performance value.

The company is headquartered in Yaphank, New York. For more information, visit www.KEMPtechnologies.com, or call at +1 631-345-5292.

Application delivery solutions are known as application delivery controllers (ADC), server load balancers (SLB), application front-end devices (AFE), web switches, content switches and application switches.

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