



## VENTURES

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### Types of Financing

Expansion or Later Stage  
Management Buyout  
Secondary Stock Purchase  
Consolidation and Roll-up  
Corporate Spinout  
Recapitalization  
Preferred Stock

### Company Characteristics

\$5-20 million revenue  
30+% revenue growth  
Business solutions  
Information technology  
Premium exit potential  
Experienced management  
NY, NJ, PA, DE, MD, VA, MA, OH

### Business Characteristics

Proprietary product or unique service  
Domain expertise  
Niche market leader  
<\$10 million financing  
Recurring revenue  
Scalable business model

### Edison Participation

Lead or sole investor  
\$5-8 million initial investment  
\$6-10 million total investment  
Company director  
Edison Director Network  
Non-controlling interest  
Flexible terms

### Overview

Leading the East Coast region in growth equity investments, Edison Venture Fund has invested in over 175 companies. Founded in 1986, Edison Venture Fund manages over \$650 million and has raised six funds. Edison's portfolio companies have created market capitalization surpassing \$5 billion.

Edison seeks companies that have the capability to lead emerging markets. We identify promising enterprises that will grow rapidly with proprietary products or services. We contribute to building successful companies that earn superior returns for the entrepreneur, investors and key contributors.

### Value Added Services

**Edison provides more than just capital:**

- Strategic planning
- Market evaluation
- Business and financial analysis
- Financing sources to fund growth (debt, additional equity, IPO)
- Practical counsel from seasoned investors and entrepreneurs
- Sales, marketing and support consulting
- Organization development, recruitment and compensation
- Mentors: successful entrepreneurs / Edison Director Network
- Large referral network
  - Prospective customers
  - Business partners
  - Management candidates
  - Service providers
  - Technology contractors
  - Lenders
  - Investment bankers and acquirers

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Agentek	GA	Communications
Andera	RI	Financial Technology
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Archive Systems	NJ	Supply Chain / Logistics; Business Services
Billtrust	NJ	Financial Technology
Blue Cod	MA	Financial Technology; Business Services
Business Financial Services	NC	Financial Services
Cadient	PA	Pharma IT; eCommerce; Healthcare; CRM
CheckPoint HR	NJ	Human Resources
ClearPoint	NJ	Healthcare IT
Corasworks	VA	Enterprise Software Solutions
Correctnet	NY	Financial Technology; eCommerce
CyberShift	NJ	Enterprise Solutions; Human Resources
DiagnosisONE	NH	Healthcare IT
eChalk	NY	Education
Exclaim (dotPhoto)	NJ	Communications
Fiberlink	PA	Communications; Wireless; Security
Fine Point	NY	Communications
Fishbowl Marketing	VA	Interactive Marketing; Business Services
FolioDynamix	NY	Financial Technology
Formatta	VA	Ecommerce; Business Services
Gain Capital	NJ	Financial Technology; Consumer Products
Health Market Science	PA	Pharma IT
iContracts	NJ	Pharma IT; Business Solutions
Inmagic	MA	Enterprise Solutions; Software
Innovectra	VA	Communications
IPP	NJ	Financial Technology; Consumer products
JGI	NJ	Enterprise Solutions; Business Services
Liberty Tax	VA	Financial Technology; Consumer products
Log-Net	NJ	Supply Chain / Logistics
LogicTree	MD	Communications
M5 Networks	NY	Communications
Maptuit	MA	Communications; Wireless; Logistics
Miria Systems	PA	Financial Services; Business Services
Motionsoft	MD	Healthcare IT; Business Services
Neat	PA	Enterprise Solutions
Notable Solutions	MD	Business Services
Octagon	PA	Pharma IT; Engineering / Manufacturing
Operative	NY	Enterprise Solutions; e-Commerce; Business Svcs.
PHX	NJ	Healthcare IT
Pinnacle Taxx	NY	Financial Technology; Consumer Products / Services
PlumChoice	MA	Enterprise Solutions; Consumer Products / Services
Portico Systems	PA	Healthcare IT; Financial Technology
Presidium Learning	VA	Education
RedVision	NJ	Business Services
Regent Education	MD	Education
RewardsNOW	NH	Financial Services
SANpulse	NJ	Enterprise Solutions
Satori	PA	Enterprise Solutions; Financial Technology
Scivantage	NJ	Financial Technology
Sela2	NJ	Pharma IT; CRM; Enterprise Solutions
SellMyTimeShareNOW	NH	Consumer products; e-Commerce
Sentrx	NJ	Pharma IT; Security
SmartAnalyst	NY	Pharma IT; Business Services
Sonicbids	MA	Software; E-commerce
Systech	NJ	Pharma IT; Engineering
Tangoe	CT	Communications; Enterprise Solutions
Telarix	VA	Communications; Business Services
TheInfoPro	NY	Business Services
TraderTools	NY	Financial Technology
TrueCommerce	PA	Enterprise Solutions; Business Services
Verilogue	PA	Pharma IT
VFA	MA	Enterprise Solutions; Government IT
Voxware	NJ	Enterprise Solutions; Wireless; Supply Chain Logistics
WAM	PA	Supply Chain; Enterprise Solutions