

Industry Focus: **Business Services**



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"Edison has led financing for more than a dozen Business Services companies with considerable operating and investment success. Our growth management skills often complement the entrepreneurial team's domain expertise."

"We have experience in assisting service companies build recurring revenue models. Edison financing often is used to complete software and other technology-enabled development to increase customer penetration and open additional markets."

- Ross Martinson, Partner

Edison finances service companies that provide business solutions. Outsourcing, hosted and internet operating models can attract customers seeking best-in-class functional support at a streamlined cost. Edison has led expansion financing in technology-enabled horizontal applications. We also support roll-ups and consolidations in service industries.

Edison Business Services Investments

Archive Systems	<i>Outsourced document storage, imaging and retrieval for physical records and electronic scanning</i>	Neat	<i>Scanning productivity solutions</i>
Billtrust	<i>Outsourced invoicing and payment solutions with both electronic and paper solutions</i>	Operative	<i>Ad-serving reporting software and outsourced advertising services for publishers, agencies and advertisers</i>
Blue Cod	<i>Business process outsourcing and software for property and casualty insurance carriers</i>	Presidium	<i>Provider of fully managed, multi-channel contact center for strategic student relationship management</i>
Formatta	<i>E-form solutions that enable organizations to securely capture and transfer electronic data</i>	SmartAnalyst	<i>Customized research, analytics and knowledge services to life sciences organizations via offshore capability</i>
M5	<i>Outsourced, hosted voice over-internet protocol (VOIP) communications services for businesses</i>	USADData	<i>Direct marketing automation and integration solutions</i>
MDY	<i>Enterprise electronic records and document solutions for legal, government and corporate</i>	VFA	<i>Capital asset planning services for building campuses</i>

Promising Market Opportunities

Research Outsourcing
Technology-Enabled Services

Managed Service Providers
Energy Monitoring

Outsourced Delivery Systems
Event Tracking

Edison Venture Fund is actively investing.

We welcome investment referrals from intermediaries, investors, lenders and professional service providers.



More Than
Expansion
Capital...

Edison invests in information technology companies including: financial services, pharmaceutical IT, application software, interactive marketing, communications and business solutions. Edison initially invests \$5-10 million. We finance internal growth, management buyouts, acquisitions, corporate spinouts and secondary stock purchases. We invite growing companies in New York, New Jersey, Pennsylvania, Delaware, Maryland, DC, Virginia and Massachusetts.