



“Enterprises are beginning to spend more heavily on communications related products and services as they transition to productivity and revenue growth mode. Communication service providers are seeing these shifts and are inclined to work with small companies to drive their own businesses to serve these needs. We believe that sitting with investments on both sides of these needs gives Edison a unique perspective.”

- Gary Golding, General Partner  
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## FIBERLINK

Edison finances software, equipment and services companies that serve the communication management needs of enterprise customers. Fiberlink, with its service for management of global remote access and Tangoe, which sells software tools to manage enterprise telecommunicationsspend, are representative of active Edison companies that have established industry leadership serving the enterprise. Edison portfolio companies also serve the the global communications service provider community with products that manage their consumer or enterprise service operations. The Edison model favors software companies versus more capital-intensive equipment vendors.



## Edison Investment Experience with Leading Communicaitons IT Companies

- > Comm Site
- > Data Labs
- > Exclaim
- > DSET
- > Eastern Telelogic
- > Fiberlink
- > Fine Point
- > LAN Systems
- > LogicTree
- > M5 Networks
- > PCS One
- > Relay Technology
- > Sentori
- > Signius
- > Tangoe
- > Telarix
- > Tylink
- > Visual Networks
- > V-Span



## Promising Market Opportunities

- Location based services for enterprises
- Wireless content billing / customer care
- VoIP in Internet based commerce
- Security software for wireless networks
- Wireles carrier interconnect management
- Enterprise IT expense management



Management from active and exited Communications companies share industry trends and best practices.



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