

## Industry Focus: *Government IT*



Gary Golding  
General Partner  
[ggolding@edisonventure.com](mailto:ggolding@edisonventure.com)  
609-873-9206

**"Government IT buyers across the globe have an increasing need for scalable off-the-shelf solutions to solve their needs. The Mid-Atlantic region, with its proximity to the federal government in Washington, DC and sophisticated state and metropolitan governments, has attracted government software firms from many countries."**

*- Gary Golding, General Partner*

Edison finances software and electronics technology companies seeking to sell their solutions to governments at the federal, state and municipal level. Within infrastructure software, Edison's investments within information security have always had government as a leading customer. In varied software applications within regulated industries, such as Education, Pharmaceutical and Transportation, Edison has a track record of finding and building growth companies. The financial management of government programs is an attractive sector with budgeting, grant management and licensure software opportunities. Edison's experience in enterprise applications and government purchasing practices helps entrepreneurs to accelerate growth and build value.

### Edison Investment Experience With Leading Government IT Companies

<b>Archive Systems</b>	Document storage, imaging and retrieval. Offering both electronic and physical records management	<b>Octagon</b>	Clinical and regulatory-based services to the biopharmaceutical industry.
<b>LogicTree</b>	Speech-enabled data access solutions	<b>Sentrx</b>	Adverse events monitoring for pharmaceutical and related medical industries
<b>Log-Net</b>	Supply chain execution software for international logistics management	<b>Taratec</b>	Information technology consulting for pharmaceutical and life sciences industries
<b>MDY</b>	Enterprise electronic records and document solutions for legal, government and corporate environments	<b>VFA</b>	Facility capital asset planning software and services
<b>NFR</b>	Intrusion Prevention software	<b>Vocus</b>	Government relations management

### Promising Market Opportunities

Grant Management  
Licensing Software  
Energy Management

Business Continuity  
Facilities Management  
Social Services Management  
Decision Support Software

Population Alert Systems  
IT Security  
Environmental Safety

*Management from active and exited Government IT companies share industry trends and best practices.*

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.