

## Industry Focus: *HR / Payroll Solutions*



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*"HR / payroll technology investments will be an ongoing investment opportunity, as current enterprise systems are still legacy based, costly, and inefficient.. Corporate management attempts to control and reduce labor expenses require more sophisticated productivity/incentive analytics and niche solutions."*

- Joe Allegra, General Partner

**Edison finances software and services companies that provide human resources and payroll solutions to corporations. Of particular interest are specialty niche solutions that integrate with human capital enterprise systems providing management with increased functionality and the ability to reduce manual process/headcount. The management of a diverse workforce around globe and the move toward linking compensation to corporate performance will create specialty solutions to integrate with enterprise human capital systems.**

### Promising Investment Niches:

- Business intelligence tools measuring compensation, recruiting and employee retention to maximize productivity
- Training and alternative work arrangements
- Employee self-serve account solutions, to include include insurance claim submission and tracking
- Employee performance measures/appraisal forms
- Banking/direct deposit features
- Benefits enrollment/selection, including flexible benefits accounts
- Disability program management
- Payroll systems system analytic

### Edison Investments:

- **Assessment Systems** - Develops and administers occupational testing for state agencies
- **Best Software** - PC accounting software sold by direct mail and VARs. Fixed assets, payroll and personnel applications
- **Cybershift** - Workforce management software
- **Information Science** - HR software and services for personnel, payroll, pension, flexible benefits and health claim processing
- **JGI** - HR software services for middle-market companies
- **MediFit** - Operated medical rehabilitation targeted to workers' compensation
- **Mustard Seed** - Behavioral health managed care company
- **Richardson** - Customized sales and leadership training for financial institutions and major corporations
- **VirtualEdge** - Enterprise recruiting software

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 \$4-10 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.