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## The Leading Investor in Expanding Mid-Atlantic Information Technology Companies

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### Edison Venture Fund Completes Follow-on Investment in VFA Continues Investing in Massachusetts Software Companies

**LAWRENCEVILLE, NJ, October 26, 2006** -- Edison Venture Fund announced investing \$1.8 million in a \$3.0 million follow-on investment round in VFA, located in Boston, MA. Edison has made four investments totaling \$8.3 million supporting the company's growth. The proceeds will be used to accelerate software development and expand into new vertical and geographic markets.

VFA provides web-based software and services for facilities condition assessment and capital asset planning. VFA has assessed over 20,000 properties worldwide, totaling more than one billion square feet. VFA facility software manages over two billion square feet of real estate assets. Clients span Fortune 500 corporations, healthcare organizations, educational institutions, and government agencies.

"Combining comprehensive software and domain expertise, VFA has emerged as the capital planning leader," observed John Martinson, Edison's Managing Partner and VFA Director. "This topflight management team is achieving accelerated growth and penetrating new markets." Michael Kopelman, Vice President, conducted Edison's due diligence.

"Edison's strategic counsel and business network have been instrumental in helping VFA establish itself as a market leader," said Jerry Kokos, President and CEO of VFA. "Tom Ebling, an Edison Director Network member and successful software CEO, brings operating experience to the VFA Board."

For 20 years, Edison has been investing in New England-based growth companies including EIS, Marcam and Netegrity which completed IPOs. Other notable New England investments include Cambridgesoft, Maptuit, MathSoft, Mergent, ReTec, Scribe and Tangoe. Edison's engineering software investments include Essential Technologies, Iconnex, Log-Net, QSS, Systech, and WAM.

### **About Edison Venture Fund**

Established in 1986, Edison partners with entrepreneurs, service providers and other financing sources to build successful companies. Edison provides capital and value-added services to expansion stage (\$5 to 20 million revenue), information technology businesses. Initial investments range from \$4 to 7 million. Edison typically serves as a sole or lead investor in financings up to \$10 million. In addition to providing expansion capital, Edison funds management buyouts, recapitalizations, spinouts and secondary stock purchases.

Edison's 15 investment professionals are based in Lawrenceville, NJ, West Chester, PA, and McLean, VA. Industry specialties include application software, education, financial services, healthcare & pharmaceutical IT and electronics. Edison's successes include Axent, Best Software, Dendrite, E-Transport, Gain Capital, Princeton Financial, Visual Networks, Virtual Edge, Vocus and many other information technology leaders, which have a combined market value exceeding \$5 billion. Edison currently has \$450 million under management and is actively making new investments.

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### **About VFA**

Headquartered in Boston, VFA, Inc. is the leading provider of end-to-end solutions for facilities capital planning and asset management. VFA's Capital Planning and Management Solution (CPMS™) uniquely combines facility assessment services, Web-based software, and business consulting services to enable clients to manage every stage of the capital asset lifecycle—from requirements gathering and long-term planning to capital budget creation and spend management. VFA has helped over 300 organizations in education, federal, state and local government, healthcare and corporate markets to strategically manage more than two billion square feet of real estate. For more information, please call 800-693-3132 or visit <http://www.vfa.com>.

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