



The Leading Investor in Expanding Information Technology Companies

Industry Focus: *Pharmaceutical Business Solutions*



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John Martinson and Donna Usiskin serve as Edison's Pharmaceutical IT Specialists. Edison has invested in more software and service firms serving the drug application industry than any other private equity investor.

Contact John or Donna to discuss investment opportunities.

"Web based applications are facilitating sharing information at department and enterprise levels, creating new opportunities for innovative entrepreneurs with Pharma IT domain expertise"

- John Martinson, Managing Partner

Edison finances software and service companies that serve life science businesses. These information technology companies support drug discovery, development, clinical trials, manufacturing, compliance, marketing, sales and safety. We continue to seek expanding companies where our wealth of experience and network of contacts will accelerate growth and build value for management and shareholders.

Edison Investment Experience With Leading Pharma IT Companies

Cadient	Interactive marketing services	Octagon	Regulatory submissions and clinical data
CambridgeSoft	Life science discover & chemistry software	POMS	Process manufacturing execution software
Dendrite	CRM and SFA solutions	Skila	Knowledge management software for marketing
HMS	Provider database & analytics	Sentrx	Adverse events monitoring
iContracts	Manages chargeback, rebate and Medicaid processes	SmartAnalyst	Market research and analysis
InnaPhase	Laboratory Information Management Systems	Systech	Packaging inspection and quality systems
Marcam	Manufacturing software	Taratec	R&D IT consulting
MDY	Records management software	Verilogic	Physician/patient market research

Dendrite and Marcam completed IPOs. Honeywell purchased POMS. Thermo Fisher acquired Innaphase

Promising Market Opportunities

*Patient compliance
Bioinformatics
ePedigree
Line technology*

*Marketing solutions
Disease management
Distribution software
Product lifecycle*

*Product tracking
Content management
Outcomes research
Clinical trial optimization*

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 the Boston to Washington, DC corridor to contact Edison.