



The Leading Investor in Expanding Information Technology Companies

Massachusetts/New England

Established in 1986, Edison Venture Fund has invested in expansion-stage IT companies located in Massachusetts, Connecticut and New Hampshire. With \$550 million under management and over 20 years of investment experience, Edison provides capital and value-added services to assist management in building technology companies. Edison has invested in over 150 companies in the Mid-Atlantic and surrounding areas. Our firm's investment leadership and track record in New England include 20+ company investments and many successful exits. Both IPO's and company sales have produced substantial proceeds for founders, management, key employees and investors. Some notable New England investments include Blue Cod, CambridgeSoft, EIS (IPO), Maptuit, Marcam (IPO), MathSoft (sold to PTC), Mergent (sold to Utimaco), Netegrity (IPO), PlumChoice, Sonicbids, Tangoe and VFA. www.edisonventure.com

COMPANY CHARACTERISTICS

\$5-20M revenue	Niche market leader
Mid-Atlantic / New England	Premier customers
Information technology	Experienced management
30+% growth rate	Domain expertise
Recurring revenue	Not capital intensive
Proprietary product or service	Scalable business model

EDISON INVESTMENT PROFILE

\$4-7M initial investment	Preferred & common stock
\$6-10M total investment	Flexible terms
Liquidity & expansion capital	Non-controlling interest
Founder & investor shares	Partial & full liquidity

VALUE ADDED SERVICES

Follow-on financing	Management counsel
Attract lenders & investors	Recruiting assistance
Edison Director Network	Business planning
Sales & marketing consulting	Client referrals
Organizational development	Partner referrals
Due diligence	Service provider referrals



Edison Venture Fund is actively investing.

We welcome investment referrals from intermediaries, investors, lenders and professional service providers.



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