



The Leading Investor in Expanding Information Technology Companies

Maryland

Since 1986, Edison has been financing and guiding growth companies throughout Maryland. Edison has invested in more than thirteen Maryland businesses. Our industry specialties include software, communications, government IT, pharma business solutions and business services.

Edison's Maryland successes include Axent, Visual Networks and Vocus both which had well-received IPOs. Other investments, like Essential, Media Cybernetics, NFR Security and Skills Bank, were acquired. These successful exits have produced substantial proceeds for founders, management, key employees, and investors. Current investments include: LogicTree (Bowie), Optinuity (Bethesda), Regent Education (Frederick) and Sentori (Silver Spring).

Edison staff contributes strategic advice, key introductions, and other value-added services. Edison's General Partner, Gary Golding, serves on the Board of Directors for the Technology Council of Maryland. Edison cooperates closely with other financing and service providers throughout Maryland. www.edisonventure.com

COMPANY CHARACTERISTICS

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

EDISON INVESTMENT PROFILE

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

VALUE ADDED SERVICES

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



logicTree

Media Cybernetics

(nfr)(security)

Optinuity™



SENTORI

Skills Bank

VISUAL NETWORKS

VOCUS

Edison Venture Fund is actively investing.

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



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