

Virginia

Since 1986, Edison has financed and guided information technology companies throughout Virginia. Our industry specialties include software, communications, government IT, pharma IT, and business services. Our five-person, McLean, Virginia-based team participates in entrepreneurial, technology and venture organizations based in northern Virginia, Norfolk, Roanoke, and Charlottesville. Edison staff contribute strategic advice, key introductions, and other value-added services. Edison cooperates closely with other financing and service providers throughout Virginia.

Edison's 18 Virginia investments rank among the most by any private equity firm. More importantly, Edison has produced substantial proceeds for founders, management, key employees, and investors. Best Software (IPO), BTG (IPO), International Telesystems (acquired by EIS), and POMS (sold to Honeywell) generated exceptional returns. Virginia Beach-based Liberty Tax from the Edison IV portfolio has emerged as the #3 tax preparer in the U.S. www.edisonventure.com



COMPANY CHARACTERISTICS

- | | |
|--------------------------------|-------------------------|
| \$5-20M revenue | Niche market leader |
| Mid-Atlantic region | 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 |



International Telesystems



Relay



Edison Venture Fund is actively investing.

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



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