



The Leading Investor in Expanding Information Technology Companies

# Secondary Stock Purchases Founder and Shareholder Liquidity

Edison has invested in 160 companies, many by acquiring shares from founders and existing shareholders. Successful entrepreneurs can diversify by selling a portion of their shares. Institutional investors and individual shareholders may seek partial or full liquidity. Edison is the ideal equity provider. In addition, the company benefits from Edison's experience and value-added services. Edison welcomes referrals from management, investors, stockholders, intermediaries, lenders and service providers.

[www.edisonventure.com](http://www.edisonventure.com)



## EDISON INVESTMENT PROFILE

|                               |                          |
|-------------------------------|--------------------------|
| \$5-8M initial investment     | Preferred & common stock |
| \$6-10M total investment      | Flexible terms           |
| Liquidity & expansion capital | Non-controlling interest |
| Founder & investor shares     | Partial & full liquidity |

## 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 |

## 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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