



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

## The Leading Investor in Expanding Mid-Atlantic Information Technology Companies

---

### Edison Venture Completes Follow-on Investment in Telarix Supports Growth of Virginia-based Communications Software Company

**LAWRENCEVILLE, NJ, August 20, 2007** -- Edison Venture Fund announces completion of a \$1.5 million follow-on investment in Telarix headquartered in Vienna, VA. The \$2.0 million proceeds will expand sales, marketing and development.

Telarix provides software solutions to global service providers which enable them to effectively manage how they exchange large volumes of voice and IP/Data traffic with other carriers across the globe. Telarix's innovative platform, iXTools, enables service providers to optimize all aspects of their interconnect business, including agreement management, trading, traffic routing, provisioning, billing, invoice reconciliation and dispute management. Three of the world's five largest telecom providers depend on iXTools to optimize their interconnect business.

In 2003, Edison was the sole investor in the company's first institutional round of financing. Edison's cumulative investment in Telarix has reached \$8.9 million.

"Telarix has outpaced competition and emerged as the market leader," commented Gary Golding, Edison General Partner. Golding serves on the Board of Directors along with John Kealey, Edison Director Network Member.

"Edison's experience and perspective in the communications sector has been critical to accelerating growth and recruiting top managers," observed Donald Lynch, CEO of Telarix.

Since 1986, Edison has invested in 32 communications companies. Successful exits include D&E Communications, DataLabs, DSET, Eastern Telelogic, InSoft, Netegrity, Tylink, Visual Networks and V-SPAN. Active portfolio companies include Exclaim, Fiberlink, Fine Point, LogicTree, M5, Maptuit, Portable Internet and Tangoe.

Edison has invested in 17 Virginia-based growth companies. Best Software, BTG, International Telesystems and POMS completed successful exits. Other notable Virginia investments include CorasWorks, Fishbowl, Innovectra, Liberty Tax, MEI and Relay.

### **About Edison Venture Fund**

Established in 1986, Edison partners with entrepreneurs, service providers and financing sources to build successful companies. Edison provides capital and value-added services to expansion stage (\$5 to 20 million revenue), information technology businesses. Initial investments range from \$5 to 8 million. Edison typically serves as a sole or lead investor in financings up to \$10 million. In addition to providing growth capital, Edison funds management buyouts, recapitalizations, spinouts and secondary stock purchases.

Edison's investment professionals are based in Lawrenceville, NJ, New York, NY, West Chester, PA, and McLean, VA. Industry specialties include application software, communications, financial technology, interactive marketing, healthcare & pharmaceutical IT. Edison's successes include Axent, Dendrite, E-Transport, Gain Capital, Marcam, MathSoft, Princeton Financial, Virtual Edge, Vocus and many other information technology leaders, which have a combined market value exceeding \$5 billion. Edison currently has \$650 million under management and is actively making new investments.

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

### **About Telarix**

Telarix, the leading innovator in Interconnect Business Optimization software solutions, gives telecommunications companies the ability to easily manage costs and drive profitability on their interconnect traffic. Telarix's innovative platform, iXTools, maximizes carrier profitability by leveraging operational intelligence to enable real-time business decisions. The company's web-based tools analyze and report on traffic, rates, and destinations almost as quickly as the calls move across the global network. Telarix customers include global Tier-1 carriers such as BellSouth, Embratel, Global Crossing, KDDI, T-Systems, Telefónica, TELUS and more. The company was founded in 1996 and is headquartered in Vienna, VA.

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

---

**Edison Venture Fund**  
1009 Lenox Drive #4  
Lawrenceville, NJ 08648  
609/896-1900 tel  
609/896-0066 fax

**Contact:**  
Tricia Bradley  
609-873-9224  
tricia@edisonventure.com

**Edison**  
VENTURE FUND  
[www.edisonventure.com](http://www.edisonventure.com)