

FAIRFAX COUNTY, VIRGINIA

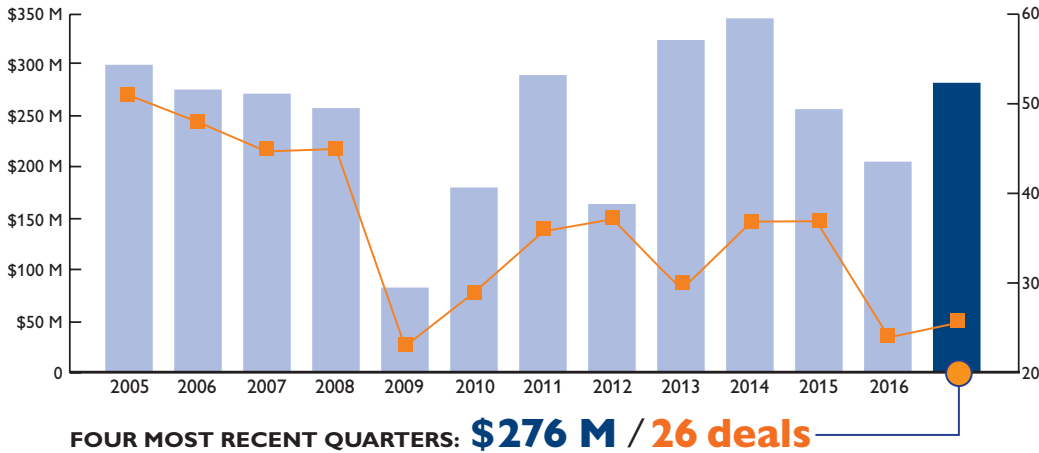
Venture Capital Report – 1Q 2017

The Fairfax County Economic Development Authority's Capital Attraction Program enhances the county's visibility as a location for entrepreneurs to start and grow their businesses and acts as a liaison between businesses and funding resources. The Capital Attraction Program also works with equity investors and venture capital firms that are interested in doing business in Fairfax County.



VENTURE CAPITAL INVESTMENTS IN FAIRFAX COUNTY

(DOLLARS INVESTED AND NUMBER OF DEALS)



SELECTED VC EVENTS

Capital Call

www.cooley.com/events

Southeast Venture Conference

www.seventure.org

TECHBreakfast

www.meetup.com/TechBreakfast

TechBUZZ

www.mava.org



For more information on venture capital and startup events in Fairfax County, contact FCEDA capital attraction program manager Anne Rosenblum at arosenblum@fceda.org or 703-790-0600.

IPO IN THE SPOTLIGHT

Software company Appian raised \$75 million with the region's first IPO of 2017, and is now traded as APPN on Nasdaq. Founded in 1999, Appian employs 750 people, more than half located at its Reston headquarters. Customers include the U.S. Food and Drug Administration, Sprint, DFW International Airport and Janus Capital.

Appian

Venture Capital Investment in Fairfax County (most recent four quarters)

Company	Web Site	Stage of Development	Investment	Investors
418 Intelligence	www.418intelligence.com	Startup/Seed	\$100,000	Center For Innovative Technology
Avizia	www.avizia.com	Early Stage	\$3,107,000	Undisclosed Firm
Avizia	www.avizia.com	Early Stage	\$10,999,800	Waterline Ventures, Blu Venture Investors, Middleland Capital, Lavrock Ventures, NextGen Venture Partners, Blue Heron Capital
Avizia	www.avizia.com	Early Stage	\$20,000,000	NextGen Venture Partners, BluVenture Investors, Middleland Capital, Waterline Ventures, Blue Heron Capital Lavrock Ventures, J. Hunt Holdings, HealthQuest Capital, NY Presbyterian Hospital Retirement Plan, Northwell Ventures, MCVV Partners
Clarabridge	www.clarabridge.com	Other	\$12,490,000	Undisclosed Investors
Cloudistics	www.cloudistics.com	Early Stage	\$15,000,000	Bain Capital Venture Partners, Undisclosed Firm
Echo360	www.echo360.com	Later stage	\$5,640,000	Undisclosed firm
Eunomic	www.eunomic.com	Startup/Seed	\$100,000	Center For Innovative Technology

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FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

Venture Capital Investment in Fairfax County (most recent four quarters), *continued*

Company	Web Site	Stage of Development	Investment	Investors
Expel	www.expel.io	Startup/Seed	\$7,500,000	Battery Ventures, Lightbank, Paladin Capital Management, New Enterprise Associates, Greycroft Partners
GigaTrust	www.gigatrust.com	Later Stage	\$20,000,000	Balance Point Capital Partners
Hawkeye 360	www.he360.com	Early Stage	\$13,750,000	Allied Minds, Razor's Edge Woodford Investment Management, Invesco Perpetual
HawkEye360	www.he360.com	Early Stage	\$11,000,000	Allied Minds, Razors Edge Ventures
ID DataWeb	www.iddataweb.com	Later Stage	\$5,000,000	Strategic Cyber Ventures
ID.me	www.id.me	Expansion Stage	\$19,040,000	FTV Capital
Nexus Systems	www.nexusystems.com	Later Stage	\$28,000,000	Mainsail Partners
OPAQ Networks	www.opaqnetworks.com	Early Stage	\$21,000,000	Columbia Capital; Harmony Partners; Zero G Corporation
Perfect Sense	www.perfectsensedigital.com	Later Stage	\$22,000,000	Carrick Capital Partners
Personalized Cancer Therapy	www.perthera.com	Expansion	\$8,700,000	VSA
Qrvey	www.qrvey.com	Early Stage	\$1,200,000	Center For Innovative Technology, Undisclosed Firm
Quantum Security Model	N/A	Later Stage	\$4,000,000	Undisclosed firm
Senseware	www.senseware.co	Early Stage	\$1,873,000	Undisclosed Firm
Specialists On Call	www.specialistsoncall.com	Later Stage	N/A	Capital Royalty
ThreatQuotient	www.threatquotient.com	Early Stage	\$12,000,000	Center For Innovative Technology, Blu Venture Investors, New Enterprise Associates
Verato	www.verato.com	Early Stage	\$12,500,000	Bessemer Venture Partners, Columbia Capital
Verodin	www.verodin.com	Early Stage	\$10,000,000	Cisco Investments, Rally Ventures, Blackstone Group, Crosslink Capital
Vidsys	www.vidsys.com	Later Stage	\$11,194,000	Atlanta Equity Investors, Harmony Partners, Flybridge Capital Partners, JVax Investment Group, Newspring Capital

LAW FIRMS WITH VENTURE CAPITAL PRACTICES

Akerman Senterfitt	www.akerman.com
Cooley	www.cooleygodward.com
DLA Piper	www.dlapiper.com
General Counsel	www.generalcounsellaw.com
Greenberg Traurig	www.gtlaw.com
Hogan Lovells	www.hoganlovells.com
Holland & Knight	www.hklaw.com
Hunton & Williams	www.hunton.com
McGuireWoods	www.mcguirewoods.com
Miles & Stockbridge	www.milesstockbridge.com
Morrison & Foerster	www.mofo.com
Pillsbury Winthrop	www.pillsburylaw.com
Squire Patton Boggs	www.squirepattonboggs.com
Reed Smith	www.reedsmith.com
Rimon Law Group	www.rimonlaw.com
Venable	www.venable.com
Williams Mullen	www.williamsmullen.com
Womble Carlyle	www.wcsr.com

VENTURE BANKS

Bridge Bank	www.bridgebank.com
Hercules Technology Growth Capital	www.htgc.com
Horizon Technology Finance	www.horizontechfinance.com
Silicon Valley Bank	www.svb.com
Square 1 Bank	www.square1bank.com



June 2017

FAIRFAX COUNTY

ECONOMIC DEVELOPMENT AUTHORITY