

# FAIRFAX COUNTY, VIRGINIA

## Venture Capital



The Fairfax County Economic Development Authority's Capital Attraction Program enhances the county's visibility as a location for entrepreneurs to start their businesses. The program works to increase the county's "market share" of venture capital deals with initiatives designed to increase seed and early stage investments in privately held emerging companies. The Capital Attraction Program also works to increase the number of venture capital firms with a presence in Fairfax County. This overview of venture capital activity in Fairfax County provides quarterly investment and deal information, as well as general information on Fairfax County venture capital firms, investment organizations, investment and venture banks, venture-oriented law firms and selected venture capital events.

### Fairfax County Venture Capital Firms and Equity Investment Organizations

**Amplifier Venture Partners, LP**  
www.amplifierventures.com

**Blu Venture Investors**  
www.bluventureinvestors.com

**CIT Gap Fund**  
www.cit.org

**Edison Venture Fund**  
www.edisonventure.com

**FedCap Partners**  
www.fedcappartners.com

**Flash Forward Ventures**  
www.flashforwardventures.com

**Grotech Capital Group**  
www.grotech.com

**Leeds Novamark**  
www.leedsnovamark.com

**Liquid Capital Group**  
www.liquidcapitalgroup.com

**New Atlantic Ventures**  
www.navfund.com

**New Vantage Group**  
www.newvantagegroup.com

**Razor's Edge Ventures**  
www.razorsvc.com

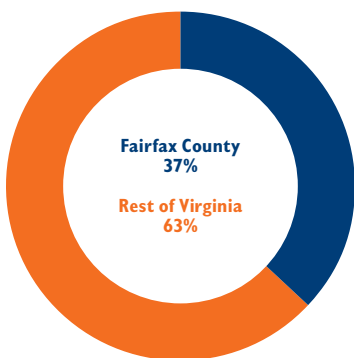
**True Venture Partners**  
www.trueventures.com

**Udata Partners**  
www.updatapartners.com

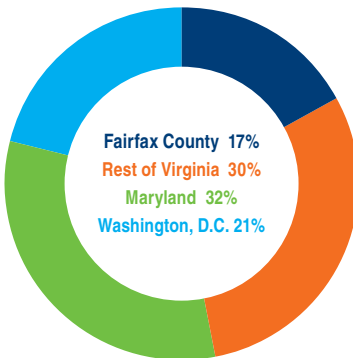
**Valhalla Partners**  
www.valhallapartners.com

**WWC Capital Group, LLC**  
www.wccapital.com

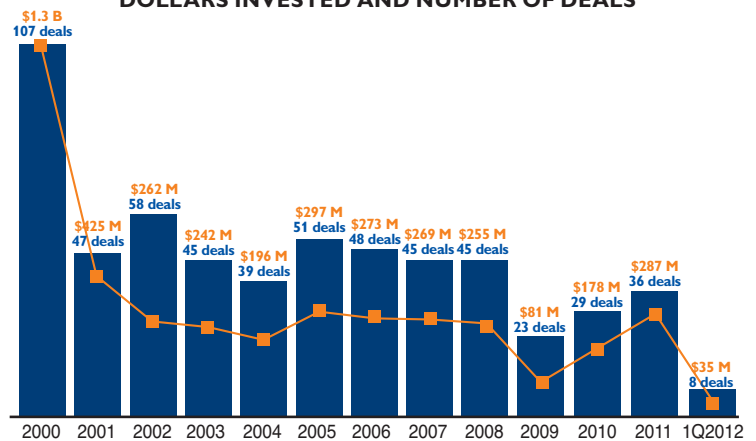
**FAIRFAX COUNTY VENTURE CAPITAL AS A PERCENTAGE OF TOTAL \$ INVESTED IN VIRGINIA**  
FIRST QUARTER 2012



**FAIRFAX COUNTY VENTURE CAPITAL AS A PERCENTAGE OF TOTAL \$ INVESTED IN D.C. METROPLEX**  
FIRST QUARTER 2012



**VENTURE CAPITAL INVESTMENTS IN FAIRFAX COUNTY**  
DOLLARS INVESTED AND NUMBER OF DEALS



**Note:** Percentages may not add up to 100 percent due to undisclosed investments. **Sources:** PricewaterhouseCoopers Money Tree Report and public sources

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## Venture Capital Investment in Fairfax County Companies

FIRST QUARTER 2012

(8 DEALS / \$35,299,900 INVESTED)

Company	Web Site	Amount Invested
Brazen Careerist	<a href="http://www.brazencareerist.com">www.brazencareerist.com</a>	\$100,000
FedBid, Inc.	<a href="http://www.fedbid.com">www.fedbid.com</a>	undisclosed
Hunt Solutions, Inc.	<a href="http://www.villagize.com">www.villagize.com</a>	undisclosed
RecargaX, Inc.	<a href="http://www.recargax.com">www.recargax.com</a>	\$200,000
Resonate Networks	<a href="http://www.resonateinsights.com">www.resonateinsights.com</a>	\$21,999,900
ScienceLogic, Inc.	<a href="http://www.sciencelogic.com">www.sciencelogic.com</a>	\$12,500,000
SpydrSafe Mobile Security	<a href="http://www.spydrsafe.com">www.spydrsafe.com</a>	\$100,000
Sunnovations, Inc.	<a href="http://www.sunnovations.com">www.sunnovations.com</a>	\$400,000

## Venture-Oriented Law Firms with Offices in Fairfax County

<b>Akerman Senterfitt</b>	<a href="http://www.akerman.com">www.akerman.com</a>
<b>Cooley Godward Kronish*</b>	<a href="http://www.cooleygodward.com">www.cooleygodward.com</a>
<b>DLA Piper</b>	<a href="http://www.dlapiper.com">www.dlapiper.com</a>
<b>General Counsel, P.C.</b>	<a href="http://www.generalcounsellaw.com">www.generalcounsellaw.com</a>
<b>Greenberg Traurig</b>	<a href="http://www.gtlaw.com">www.gtlaw.com</a>
<b>Hogan &amp; Hartson</b>	<a href="http://www.hhlaw.com">www.hhlaw.com</a>
<b>Holland &amp; Knight</b>	<a href="http://www.hklaw.com">www.hklaw.com</a>
<b>Hunton &amp; Williams</b>	<a href="http://www.hunton.com">www.hunton.com</a>
<b>Kelley Drye</b>	<a href="http://www.kelleydrye.com">www.kelleydrye.com</a>
<b>McGuireWoods</b>	<a href="http://www.mcguirewoods.com">www.mcguirewoods.com</a>
<b>Miles &amp; Stockbridge</b>	<a href="http://www.milesandstockbridge.com">www.milesandstockbridge.com</a>
<b>Morrison &amp; Foerster</b>	<a href="http://www.mofo.com">www.mofo.com</a>
<b>Pillsbury Winthrop Shaw Pittman LLP</b>	<a href="http://www.pillsburywinthrop.com">www.pillsburywinthrop.com</a>
<b>Patton Boggs</b>	<a href="http://www.pattonboggs.com">www.pattonboggs.com</a>
<b>Reed Smith</b>	<a href="http://www.reedsmith.com">www.reedsmith.com</a>
<b>Rimon, P.C.</b>	<a href="http://www.rimonlaw.com">www.rimonlaw.com</a>
<b>Squire Sanders</b>	<a href="http://www.ssd.com">www.ssd.com</a>
<b>Venable</b>	<a href="http://www.venable.com">www.venable.com</a>
<b>Williams Mullen</b>	<a href="http://www.williamsmullen.com">www.williamsmullen.com</a>
<b>Wilson Sonsini</b>	<a href="http://www.wilsonsonsini.com">www.wilsonsonsini.com</a>
<b>Womble Carlyle*</b>	<a href="http://www.wcsr.com">www.wcsr.com</a>

\*Note: These firms hold private presentations to venture capital funds. Companies can apply by going to the respective Web site.

For more information on venture capital in Fairfax County, contact Anne Rosenblum, FCEDA Capital Attraction Program Manager, at [arosenblum@fceda.org](mailto:arosenblum@fceda.org) or 703-790-0600.

## Investment/Merchant Banks with Offices in Fairfax County

**Bluestone Capital Partners**  
[www.bluestonecapitalpartners.com](http://www.bluestonecapitalpartners.com)

**BV Group Ventures, LLC**  
[www.bvgroup.com](http://www.bvgroup.com)

**Claris Advisors**  
[www.clarisadvisors.com](http://www.clarisadvisors.com)

**Houlihan Lokey**  
[www.hlhz.com](http://www.hlhz.com)

**Longstreet Partners**  
[www.longstreetpartners.com](http://www.longstreetpartners.com)

**The McLean Group**  
[www.mcleanllc.com](http://www.mcleanllc.com)

**Mercator Capital**  
[www.mercatorcapital.com](http://www.mercatorcapital.com)

**Udata Capital**  
[www.ldatacapital.com](http://www.ldatacapital.com)

**WWC Capital Group, LLC**  
[www.wccapital.com](http://www.wccapital.com)

## Venture Banks with Offices in Fairfax County

**Bridge Bank**  
[www.bridgebank.com](http://www.bridgebank.com)

**Comerica Bank**  
[www.comerica.com](http://www.comerica.com)

**MMV Financial**  
[www.mmvf.com](http://www.mmvf.com)

**Silicon Valley Bank**  
[www.svb.com](http://www.svb.com)

**Square 1 Bank**  
[www.square1bank.com](http://www.square1bank.com)

## Selected Venture Capital Events

**Angel Venture Forum**  
[www.angelventureforum.com](http://www.angelventureforum.com)

**Capital Connection**  
[www.mava.org](http://www.mava.org)

**Early Stage East**  
[www.earlystageeast.org](http://www.earlystageeast.org)

**Mid-Atlantic BIO**  
[www.midatlanticbio.org](http://www.midatlanticbio.org)

May 2012

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