

# FAIRFAX COUNTY, VIRGINIA

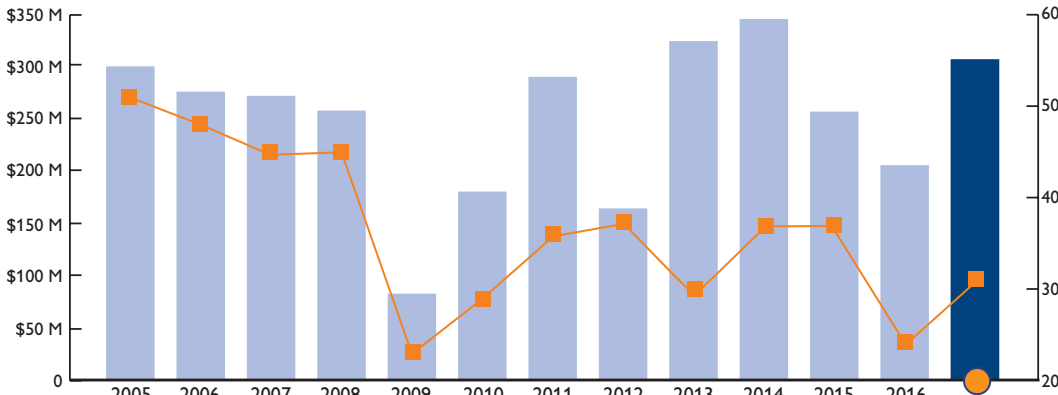
## Venture Capital – 2Q 2017

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)



FOUR MOST RECENT QUARTERS: **\$305 M / 31 deals**

#### Selected VC Events

- Angel Venture Forum\***  
[www.angelventureforum.org](http://www.angelventureforum.org)
- Capital Call**  
[www.cooley.com/events](http://www.cooley.com/events)
- CONNECTpreneur\***  
[www.connectpreneur.org](http://www.connectpreneur.org)
- Southeast Venture Conference**  
[www.seventure.org](http://www.seventure.org)
- TECHBreakfast**  
[www.meetup.com/TechBreakfast](http://www.meetup.com/TechBreakfast)
- TechBUZZ**  
[www.mava.org](http://www.mava.org)

\* FCEDA sponsored

### 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	<a href="http://www.418intelligence.com">www.418intelligence.com</a>	Seed/Startup	\$100,000	Center For Innovative Technology
Avizia	<a href="http://www.avizia.com">www.avizia.com</a>	Early	\$10,999,800	Waterline Ventures, Blu Venture Investors, Middleland Capital, Lavrock Ventures, NextGen Venture Partners, Blue Heron Capital
Avizia	<a href="http://www.avizia.com">www.avizia.com</a>	Early	\$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, MCVC Partners
CargoSense	<a href="http://www.cargosense.com">www.cargosense.com</a>	Seed/Startup	\$7,290,000	New Dominion Angels, Center for Innovative Technology, IrishAngels, Middleburg Capital Development, J. Adam Pegues, J. Hunt Holdings
Clarabridge	<a href="http://www.clarabridge.com">www.clarabridge.com</a>	N/A	\$12,490,000	Undisclosed Investors
Echo360	<a href="http://www.echo360.com">www.echo360.com</a>	Later	\$5,640,000	Undisclosed Investors
Eunomic	<a href="http://www.eunomic.com">www.eunomic.com</a>	Seed/Startup	\$100,000	Center For Innovative Technology
Expel	<a href="http://www.expel.io">www.expel.io</a>	Seed/Startup	\$7,500,000	Battery Ventures, Lightbank, Paladin Capital Management, New Enterprise Associates, Greycroft Partners

continued >

## FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

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

Company	Web Site	Stage of Development	Investment	Investors
Fraym	www.fraym.io	Early	\$4,100,000	Kupanda Capital, TPG Capital
GigaTrust	www.gigatrust.com	Later	\$20,000,000	Balance Point Capital Partners
Hawkeye 360	www.he360.com	Early	\$13,750,000	Allied Minds, Razor's Edge Woodford Investment Management, Invesco Perpetual
HawkEye360	www.he360.com	Early	\$11,000,000	Allied Minds, Razors Edge Ventures
ID DataWeb	www.iddataweb.com	Later	\$5,000,000	Strategic Cyber Ventures
ID.me	www.id.me	Expansion	\$19,040,000	FTV Capital
LifeFuels	www.lifefuels.co	Seed/Startup	\$5,000,000	Fortify Ventures, Trenor Williams
MKA Cyber	www.mkacyber.com	Later	\$4,100,000	Undisclosed Investors
Nexus Systems	www.nexusystems.com	Later	\$28,000,000	Mainsail Partners
Omnispace	www.omnispace.com	N/A	\$30,000,000	Columbia Capital, Intelsat, Greenspring Associates
OPAQ Networks	www.opaqnetworks.com	Early	\$21,000,000	Columbia Capital; Harmony Partners; Zero G Corporation
Perfect Sense	www.perfectsensedigital.com	Later	\$22,000,000	Carrick Capital Partners
PFP Cybersecurity	www.pfpcyber.com	Early	\$2,440,000	Blu Venture Investors
Qrvey	www.qrvey.com	Early	\$1,200,000	Center For Innovative Technology, Undisclosed Firm
Quantum Security Model	N/A	Later	\$4,000,000	Undisclosed Investors
Senseware	www.senseware.co	Early	\$1,873,000	Undisclosed Investors
Somatus	www.somatus.com	Early	\$5,000,000	BlueCross BlueShield Venture Partners
Specialists On Call	www.specialistsoncall.com	Later	N/A	Capital Royalty
ThreatQuotient	www.threatquotient.com	Early	\$12,000,000	Center For Innovative Technology, Blu Venture Investors, New Enterprise Associates
TransVoyant	www.transvoyant.com	Later	\$3,630,000	Undisclosed Investors
Upskill	www.upskill.io	Later	\$12,000,000	New Enterprise Associates, SineWave Ventures, GE Ventures, S3 Ventures, Boeing HorizonX
Vemo Education	www.vemo.com	Seed/Startup	\$3,600,000	University Ventures, Route 66 Ventures, NextGen Venture Partners, Third Kind Venture Capital, Task Force X Capital
Verato	www.verato.com	Early	\$12,500,000	Bessemer Venture Partners, Columbia Capital

### 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

### Private Investment Funds

#### Bluestone Capital Partners

www.bluestonecapitalpartners.com

#### BV Group Ventures, LLC

www.bvgroup.com

#### Clearsight Advisors

www.clearsightadvisors.com

#### Houlihan Lokey

www.hlhz.com

#### LNC Partners

www.lnc-partners.com

#### The McLean Group

www.mcleanllc.com

#### Outcome Capital

www.outcomecapital.com

#### Signal Hill

www.signalhill.com

### Law Firms with Venture Capital Practices

#### Akerman Senterfitt

www.akerman.com

#### Cooley

www.cooleygodward.com

#### DLA Piper

www.dlapiper.com

#### General Counsel, P.C.

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 Shaw Pittman

www.pillsburylaw.com

#### Squire Patton Boggs

www.squirepattonboggs.com

#### Reed Smith

www.reedsmith.com

#### Rimon

www.rimonlaw.com

#### Venable

www.venable.com

#### Williams Mullen

www.williamsmullen.com

#### Womble Carlyle

www.wcsr.com

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.

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# FAIRFAX COUNTY

## ECONOMIC DEVELOPMENT AUTHORITY