

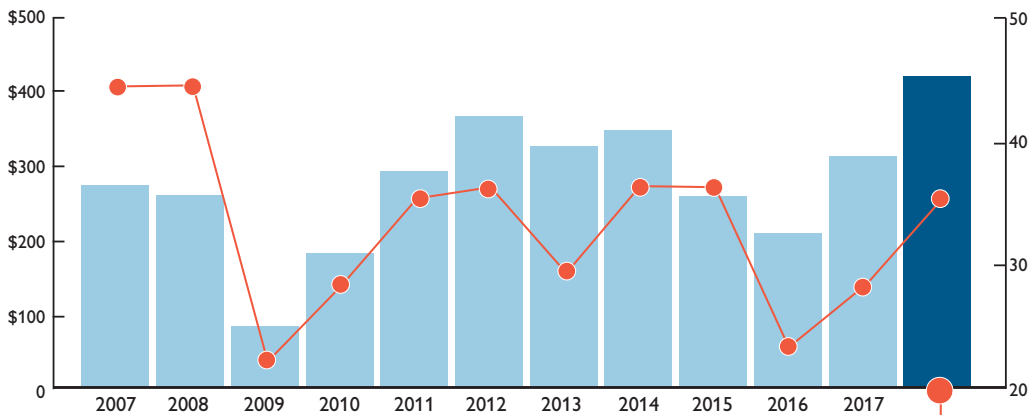
FAIRFAX COUNTY, VIRGINIA

Venture Capital – Third Quarter 2018

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: **\$414 M / 36 deals**

SELECTED VC EVENTS

Capital Call

www.cooley.com/events

CONNECTpreneur

www.connectpreneur.org

TECHBreakfast

www.meetup.com/TechBreakfast

TechBUZZ

www.mava.org

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

Company	Website	Stage of Development	Investment	Investors
BULVRD	www.bulvrdapp.com	Accelerator/Incubator	\$90,000	ConsenSys Tachyon
Clarity Practice Management	www.claritypracticemanagement.com	Angel	\$80,000	Undisclosed
DeepBD	N/A	Angel	\$500,000	Undisclosed
Echo360	www.echo360.com	Later	\$4,050,000	Undisclosed
EdgeMicro	www.edgemicro.com	Seed	\$3,000,000	Undisclosed
EON	www.eonsolutions.io	Later	\$120,000	Undisclosed
Fractal Industries	www.fractalindustries.com	Seed	\$8,350,000	Exponential Partners
Fractal Industries	www.fractalindustries.com	Seed	\$17,730,000	Exponential Partners
GoodSeeker	www.goodseeker.com	Seed	\$1,300,000	Michael Ortner
HawkEye 360	www.he360.com	Early	\$9,600,000	Allied Minds, Marc Bell Capital Partners, Raytheon, Razor's Edge Ventures
Homecare	www.homecare.com	Early	\$11,000,000	Blue Heron Capital, Maryland Venture Fund, 3TS Capital Partners, Private Access Network
IoT Defense	www.iotdef.com	Angel	\$1,000,000	Joseph Segal
LeaseAccelerator	explore.leaseaccelerator.com	Later	\$30,000,000	Insight Venture Partners
LifeFuels	www.lifefuels.com	Expansion	N/A	Keurig Dr. Pepper
MAG Aerospace	www.magaero.com	Expansion	\$110,400,000	New Mountain Capital
Metricly	www.metricly.com	Later	\$11,000,000	Bowery Capital, Rembrandt Venture Partners, Western Technology Investment
NS8	www.ns8.com	Seed	\$7,500,000	TDF Ventures, Hanna Ventures, Blu Ventures, Nextgen Ventures, MACH 37, Arbor Ventures, Bloomberg Beta, Ray Rothrock, Hillcrest Venture Partners, Michael W. Wellman, Renny McPherson, Justin Label, Kathryn Stewart, Inner Loop Capital, MCVV Partners, Steve Mooney, Craig Brooks, Jeff Nuechterlein



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY

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

Company	Website	Stage of Development	Investment	Investors
OB1	www.ob1.io	Early	\$5,000,000	Andreessen Horowitz, OMERS Ventures, Union Square Ventures, Digital Currency Group, William Mougayar, BlueYard Capital, Bitmain Technologies
OpenLegacy	www.openlegacy.com	Accelerator/Incubator	N/A	Plug and Play Tech Center
Pearl Certification	www.pearlcertification.com	Seed	\$1,750,000	Undisclosed investors in Charlottesville, New York
Qler Solutions	www.qlersolutions.com	Angel	\$930,000	Undisclosed
RealAtom	www.realam.com	Seed	\$4,000,000	500 Startups
Resonate Networks	www.resonate.com	Later	\$8,000,000	Argentum Group, Greycroft, Revolution
Reverse Ionizer	www.reverseionizer.com	Angel	\$5,910,000	Undisclosed
Spirited Media	www.spiritedmedia.com	Early	\$2,810,000	Undisclosed
StreetShares Private Access Network	www.streetshares.com	Early	\$23,320,000	Rotunda Capital Partners, Stony Lonesome Group,
StreetShares Lonesome Group	www.streetshares.com	Early	\$28,710,000	Private Access Network, Rotunda Capital Partners, Stony
ThreatQuotient	www.threatquotient.com	Later	\$30,000,000	Silicon Valley Bank, Adams Street Partners, NEA, Cisco Investments, NTT Docomo Ventures
Trucker Tools	www.truckertools.com	Angel	\$4,400,000	
UpsideDoor	www.upsidedoor.com	Seed	\$1,800,000	Ajaipal Viridy, Center for Innovative Technology Gap Funds, CIT Group (Europe), Duane McKnight(Duane McKnight), GSP, John Kinzer, Kiddar Capital, Stone Circle Capital, Tim McLaughlin
Upskill	www.upskill.io	Later	\$17,200,000	New Enterprise Associates, GE Ventures, Cisco Investments, Boeing HorizonX, Autonomy Ventures, Accenture
Urgent.ly	www.urgent.ly	Early	\$10,000,000	American Tire Distributors, Verizon Ventures, Forte Ventures
VBrick Systems	www.vbrick.com	Expansion	\$20,000,000	Acme Nova Partners, Adams Capital Management, Morgan Stanley Expansion Capital
Veco	www.vecopowertrading.com	Angel	\$11,510,000	Undisclosed
Verodin	www.verodin.com	Early	\$20,680,000	Bessemer Venture Partners, Capital One Growth Ventures, Citi Ventures, Ten Eleven Ventures
Xagent	www.xagent.com	Seed	\$2,100,000	Brian Kapiloff, NFP

LAW FIRMS WITH VENTURE CAPITAL PRACTICES

Cooley	www.cooleygodward.com
DLA Piper	www.dlapiper.com
The Goody Group	www.thegoodygroup.com
Greenberg Traurig	www.gtlaw.com
Hogan Lovells	www.hoganlovells.com
Holland & Knight	www.hklaw.com
Miles & Stockbridge	www.milesstockbridge.com
Morrison & Foerster	www.mofo.com
Pillsbury Winthrop	www.pillsburylaw.com
Reed Smith	www.reedsmith.com
Rimon	www.rimonlaw.com
Venable	www.venable.com
Wilson Sonsini	www.wsgr.com
Womble Carlyle	www.wcsr.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.hlh.com
LNC Partners	www.lnc-partners.com
The McLean Group	www.mcleanllc.com
Outcome Capital	www.outcomecapital.com
Signal Hill	www.signalhill.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

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

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