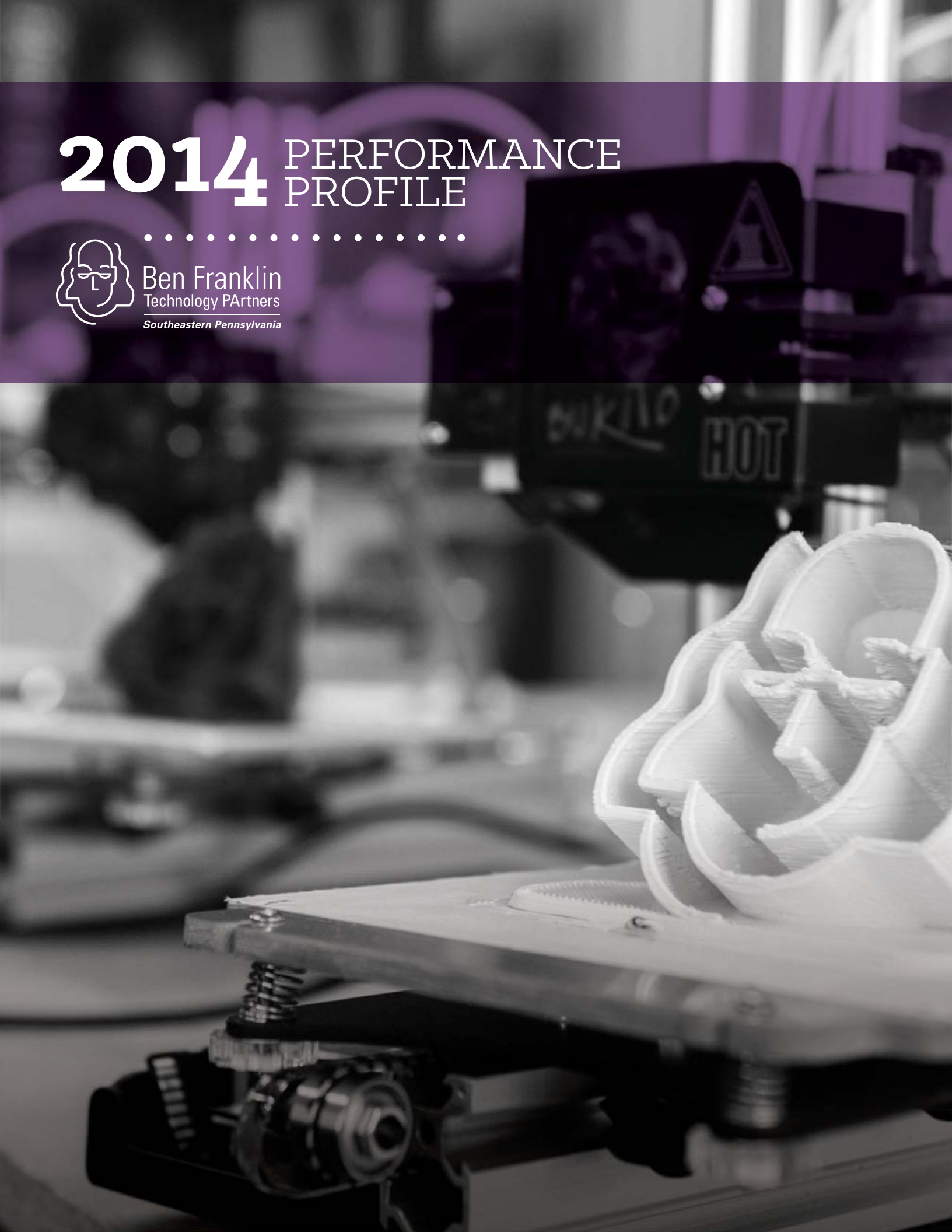


# 2014 PERFORMANCE PROFILE



Ben Franklin  
Technology PARTners  
*Southeastern Pennsylvania*



# BEN FRANKLIN

APPROVED

# \$7.4M

# 44

COMPANIES

## ACROSS SOUTHEASTERN PA

### INVESTMENTS BY SECTOR

PHYSICAL  
SCIENCES



**\$1.9M**

INFORMATION  
TECHNOLOGY



**\$2.9M**

LIFE  
SCIENCES



**\$2.6M**

### NEW COs vs FOLLOW-ON

**64%**

**36%**

TOTAL ACTIVE  
PORTFOLIO NOW AT:

**144 COMPANIES**

DOLLARS LEVERAGED  
BY OUR COMPANIES

**\$409 MILLION\***

\*CY 2013

# INVESTMENT PARTNERSHIPS



*Temple University and Ben Franklin Partner to Spark Technological Innovation and Entrepreneurship in Greater Philadelphia*

**\$1M**  
STARTUP ACCELERATOR



*New Partnership Provides \$1M to Co-invest in Startups in the Five-County Region*

**\$2M**  
CO-INVESTMENT POOL



*Bucks County Retirement Board and Ben Franklin to Announce VC4BC Partnership to Invest*

**\$4M**  
IN BUCKS COUNTY COMPANIES

# SUCCESS FROM BEN COMPANIES

## Slyce Snatches Up Mobile Couponing App SnipSnap For \$6.5M

Featured on TechCrunch - January 29, 2015

Visual search provider Slyce is expanding its lineup of mobile applications taking advantage of its proprietary image recognition technology with the acquisition of popular mobile couponing app SnipSnap for \$6.5M. The deal was a combination of cash and stock, and brings SnipSnap's 4M+ consumers to Slyce, as well as its enterprise product line which Slyce now plans to make available to its current lineup of retailers.



Philadelphia County

Founded in 2010

\$350k Ben investment since 2012

Inagural member of Project Liberty Digital Incubator

## HP Helps Home Offices Get Neat

Featured on CNN Money - September 29, 2014

HP and the Neat Company announced the availability of a new HP Officejet printer with a built-in Neat® cloud-based Smart Organization System for home and small offices.

The HP Officejet 8040 with Neat e-All-in-One provides all the features of an HP e-All-in-One printer with the added functionality of Neat software to digitize, organize, store and access files from virtually anywhere, on most mobile devices.



Philadelphia County

Founded in 2002

\$750k Ben investment since 2002

\$15.6M in follow on investment

Went from 2 to over 200 employees since investment

\$100M revenue in 2012

# LexisNexis Completes Acquisition of Health Market Science

Featured on Business Wire - January 5, 2015

LexisNexis® Risk Solutions, a Reed Elsevier company, today announced it has completed regulatory review to acquire Health Market Science (HMS), a leading supplier of high-quality data on health care professionals and an administrator of one of the largest practitioner-level medical claims databases in the U.S.

## Health Market Science

### Montgomery County

Founded in 1999

\$500k Ben investment since 2002

Additional \$15.1M raised since Ben investment

Went from 11 to over 180 employees since investment

68% revenue growth since 2010

## InstaMed Raises \$17M, \$2M More Than It Intended

Featured on Philadelphia Business Journal - December 4, 2014

Healthcare payments network InstaMed announced it raised \$17M in private placement funding. The company said the total is \$2M more than it initially intended.

InstaMed credits its strong support of new and existing investors for the oversubscription of funding. Some local investors – new and old – include Osage Partners, NJTC Venture Fund, Ben Franklin Technology Partners and Midas Capital.

**InstaMed**<sup>®</sup>  
Healthcare Payments Simplified 

### Philadelphia County

Founded in 2004

\$250k Ben investment since 2005

Additional \$55.8M raised from 2005 - 2009

Added 134 employees since 2005

1,177% revenue growth since 2008

# Zonoff Raises \$31.8M Series B Round

Featured on Philadelphia Business Journal - December 3, 2014

Zonoff announced that it raised \$31.8M in Series B funding. The Malvern, Pa.-based company develops software that can be used to control thermostats and security cameras in homes from a wide variety of devices. Last November, Zonoff entered into an agreement with Staples to provide the software platform that powers Staples Connect, a home automation solution found in hundreds of Staples retail stores today. The new money will be used to fund additional growth, "both in terms of staff and space, as well as market expansion via our channel partners," Zonoff spokesman Bob Cooper said.

# zonoff™

**Chester County**

**Founded in 2011**

**Inc. Magazine  
Names Holganix  
As One Of The  
Fastest Growing,  
Privately Held  
Companies In  
America**

Featured on Inc.com - September 2, 2014

**\$200k Ben  
investment in 2012**

**Additional  
\$6M  
raised since Ben  
investment**

**Added 30 employees  
since investment**

**258% revenue  
growth since 2011**

 **HOLGANIX®**  
The Natural Green Solution<sup>SM</sup>

**Delaware County**

**Founded in 2010**

**\$480k Ben  
investment since  
2010**

**Additional  
\$7.7M  
raised from  
2011 - 2013**

**Added 32 employees  
since investment**

**570% revenue  
growth since 2011**

# INITIATIVES

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**PA LIFE SCIENCES  
CONNECT**

*PA Life Sciences Connect is a partnership among the region's research institutions as technology generators, economic development organizations, seed capital providers, life science incubators, corporations & service providers.*

The program provides opportunities for talent, entrepreneurs, investors, companies and researchers to explore new opportunities, exchange information and discuss best practices.



**Ben Franklin  
FabNet™**

*The Ben Franklin FabNet™ is a partnership for rapid prototyping and fabrication utilizing advanced manufacturing technologies.*

The Ben Franklin FabNet™ provides increased awareness of advanced technologies that require new materials, new manufacturing processes and new manufacturing software systems; matching funds for regional companies that wish to utilize prototyping and design facilities and services; reduced time and expense of prototype construction through access to specialized facilities, equipment and expertise required for design, simulation and fabrication of products.



**PROJECT  
LIBERTY**



*Project Liberty helps stimulate the growth of digital media and social impact start-ups in the Philadelphia region.*

Project Liberty provides early stage companies with an opportunity to work from within one of the nation's largest media companies, Interstate General Media (IGM) (parent company of The Philadelphia Inquirer, Philadelphia Daily News, Philadelphia SportsWeek, & Philly.com). Project Liberty is the first Digital Media focused incubator launched within a major newspaper. A model now copied by The Boston Globe and The New York Times.



**Ben Franklin  
NAVIGATOR™**

*The Ben Franklin Navigator™ program provides market-entry assistance for regional, national and international companies.*

Navigator provides businesses comprehensive resources, business support, and opportunities to commercialize their products and technologies, to provide a clearer path and soft landing into the Greater Philadelphia area market for non-local, and foreign based companies.



**Ben Franklin**  
Technology **PA**rtners  
*Southeastern Pennsylvania*

**Partners with a Purpose**

**SEP.BENFRANKLIN.ORG**  
**215.972.6700**

Building 100 Innovation Center  
4801 S. Broad Street, Suite 200  
The Navy Yard  
Philadelphia, PA 19112



# 2014 INVESTMENT APPROVALS BY COUNTY\*

## MONTGOMERY

11 2014 Approvals 48 Total Portfolio

1 AlphaPoint	2 Aviana	14 FLOWatch	26 monetate
2 core	3 BEST ENERGY REDUCTION TECH	15 Gladstone Technology Partners	27 Montgomery Chemicals
3 FischerBlock, Inc.	4 Bioconnect	16 GoNow Technologies	28 orion
4 HealthQx	5 CEELITE	17 greenphire	29 Real Time Tomography, LLC
5 PAST	6 CLEARALIGN	18 iMentMetrics	30 S-Bond Technologies
6 PhotoSonic Medical	7 Clutch	19 imomentous	31 ScentSational TECHNOLOGIES
7 POLYNETWORKS	8 COREDIAL	20 ListenLogic	32 Spectrum Devices Corporation
8 NETMINDER	9 CXP	21 LOAD CONTROL	33 TherimuneX
9 Superior Solar Design LLC	10 TELEFACTOR	22 Lumigent	34 UgMO
10 zupoler	11 ARB Geowell	23 E-PAK Technology	35 wizehive
11 ARB Geowell	12 DYNAMIS THERAPEUTICS, INC.	24 Midway Pharmaceuticals, Inc.	36
12 DYNAMIS THERAPEUTICS, INC.	13 E-PAK Technology	25 miria systems	37
13 E-PAK Technology	25 miria systems	37	37

## CHESTER

7 2014 Approvals 29 Total Portfolio

1 aboutone	2 AVIOM	10 Intellifit Corp	18 SYANDUS
2 ajungo	3 CEPTARIS	11 Jovita Discovery	19 Tangent
3 DEFENDYOURHEAD	4 COLDLIGHT	12 leversense	20 tapCLIQ
4 Dynamic Energy	5 DermAdvance	13 DP	21 Tu Va
5 Essential Medical	6 EAGLE VISION PHARMACEUTICAL CORP.	14 OxiCool	22 zonoff
6 STABILIZ	7 GENIS	15 QP	
7 Vy Corporation	8 Healthy Humans	16 QUANTAPANEL	
8 AcademyOne	9 IMMUNE CONTROL	17 RAJANT	

## DELAWARE

2 2014 Approvals 12 Total Portfolio

1 Mitochon	2 COMMUNITY ENERGY	5 EyeIC	8 Kerathin
2 setvi	3 Doc Dep	6 GridPlex Networks LLC	9
3 appligent	4 EasyCopy	7 HOLGANIX	10 VERSIFY

## PHILADELPHIA

18 2014 Approvals 47 Total Portfolio

1 BioBots	13 sidecar	7 INFRASCAN	19 RealWinWin
2 BioDeteGo	14 SilverLine	8 InstaMed	20 SnipSnap
3 cloudmine	15 SQUAREKNOT	9 Light-Pod	21 SOLAR GRID
4 CLOUDNEXA	16 TowerView	10 LUXTECH	22 TICKETLEAP
5 EDGEWISE REALTY	17 yorn	11 MicroMRI	23 viridityenergy
6 EnviroKure	18 AgileSwitch	12 neat	24 Vistarmedia
7 Fitty	19 Biomeme	13 NEURO DIAGNOSTIC DEVICES	25
8 grand round table	20 bologies	14 ONETWOSIE	26 vuzit
9 INFARCT REDUCTION TECHNOLOGIES	21 CHRISTINI	15 OptoBiotics	27 zachah
10 LifeVest	22 EDSI	16 PeopleLinx	28 Zagster
11	23 ElectNext	17 PhOx Diagnostics	29 ZSX Medical
12 opertech bio		18 QLIDA	

## BUCKS

6 2014 Approvals 22 Total Portfolio

1 Advent Therapeutics	6 NeoForce
2 BRAD'S RAW FOODS	7 Nexuspharma
3 CR ANALYTICS	8 Novaplex Technologies
4 GRASSROOTS UNWIRED	9 Power+Energy
5 memvu	10 POWERLYTICS
6 orthosonic	11 Prezacor
1 ALENCON	12 RMH Sciences
2 ASSET VUE	13 S4W
3 HYBRID	14 SAGE
4 InvisAlert SOLUTIONS	15 SMARTSTRUCTURES
5 loanlogics	16 Technical Vision

\*Locations based on time of funding. Image assistance provided by NextFab, SnipSnap, InstaMed and Holganix.