

Investor Relations Fact Sheet

Edgewater is a leading strategic consulting firm that helps the C-suite drive transformational change through its unique selection of business and technology services and channel-based solutions. Our blend of consulting and product-based services allows us to deliver solutions that improve processes, reduce costs, and increase revenue.

Edgewater provides services under the following brands:

EDGEWATER

EDGEWATER
RANZAL

EDGEWATER
FULLSCOPE

Founded in 1992 in Wakefield, Massachusetts, Edgewater has built a solid reputation by continually focusing on five core values:

- Delivery Excellence
- Vertical Expertise
- Technology Excellence
- Client Focus
- Adherence to Operational Metrics

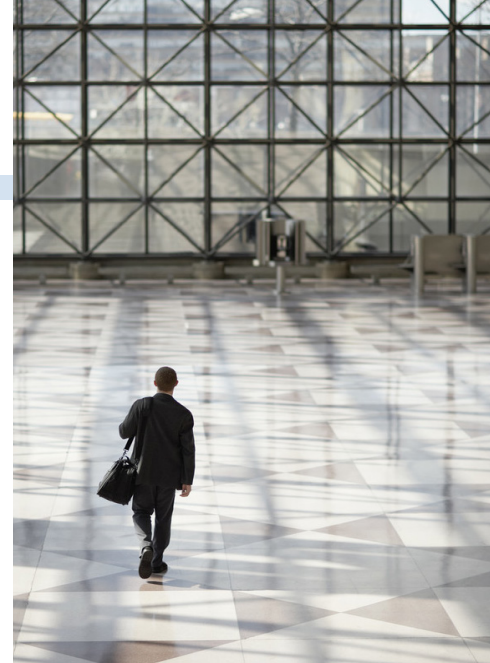
As of June 30, 2017

Price	\$6.80
52 Week Range	\$6.22-\$9.40
Fiscal Year Ends	December 31
Shares Outstanding	13.9M
Market Capitalization	\$94.6M

	Q2 2017	Q2 2016	Growth %
Total Revenue	\$30.3M	\$34.0M	(10.9)%
Service Revenues	\$24.4M	\$28.6M	(14.5)%
Gross Profit	\$11.5M	\$12.8M	(10.2)%
Gross Profit Margins	38.0%	37.7%	
Net Loss	\$(860)K	\$1.3M	
EPS (Diluted)	\$(0.06)	\$0.11	
Utilization	73.7%	75.6%	

Selected Balance Sheet Data

	06/30/17	12/31/16
Cash & Securities	\$13.1M	\$19.7M
Total Assets	\$100.8M	\$104.8M
Total Liabilities	\$22.7M	\$29.0M
Shareholder Equity (SE)	\$78.1M	\$75.8M
Total Liabilities & SE	\$100.8M	\$104.8M



Executive Management Team

- Jeffrey Rutherford
Chairman, Interim President, and Interim CEO
- Timothy R. Oakes
Chief Financial Officer
- Robin Ranzal Knowles
President, Edgewater Ranzal
- Russell Smith
President, Fullscope, Inc
- Kristin Zaepfel
Vice President, Human Resources

Board of Directors

- Jeffrey Rutherford
Chairman, Interim President, Interim CEO
- Stephen R. Bova
Outside Director
- Matthew Carpenter
Outside Director
- Frederick DiSanto
Outside Director
- Timothy Whelan
Outside Director
- Kurtis Wolf
Outside Director

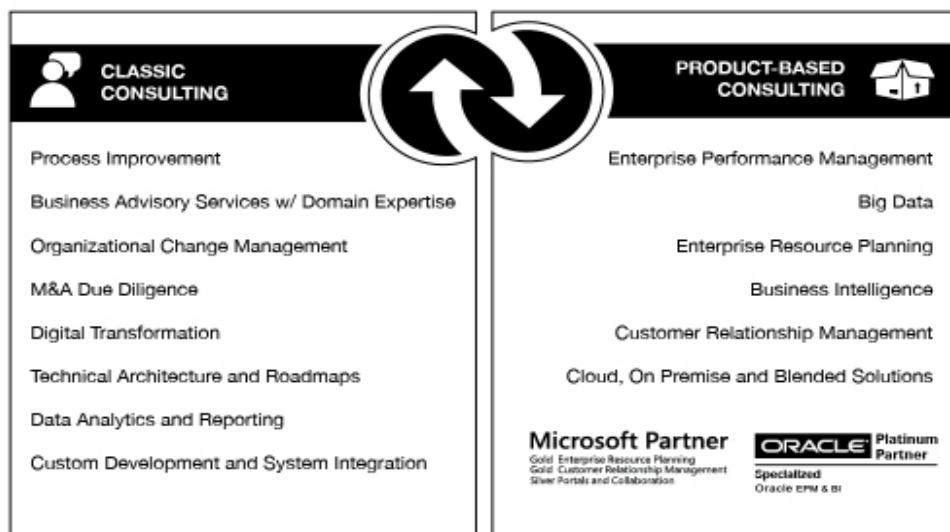
Transforming Business with Technology

Edgewater helps the C-suite drive transformational change through its unique selection of business and technology services and channel-based solutions.

Classic consulting disciplines (such as business advisory, process improvement, organizational change management, M&A due diligence, and domain expertise) are blended with technical services (such as digital transformation, technical roadmaps, data and analytics services, custom development and system integration) to help organizations leverage investments in legacy IT assets to create new digital business models.

Delivering both on premise and in the cloud, Edgewater offers two major channel-based services:

- In the Oracle channel, Edgewater Ranzal provides Business Analytics solutions leveraging Oracle EPM, BI and Big Data technologies
- In the Microsoft channel, Edgewater Fullscope delivers Dynamics AX ERP, Business Intelligence and CRM solutions primarily in the manufacturing space.



Domain Expertise

The integration of deep domain expertise into most projects is a clear benefit to our clients. Our consultants bring industry-specific insight and experience to customers in the following markets:

- CPG/Manufacturing
- Discrete and Process Manufacturing
- Energy/Utilities
- Financial Services
- Healthcare
- Insurance

Executive Offices

Edgewater
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Wakefield, MA 01880-3260
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Email: ir@edgewater.com
Web site: www.edgewater.com

Exchange and Ticker

NASDAQ: EDGW

Number of Employees

(excluding contractors)

Total: 458

Billable: 337

Transfer Agent

Computershare Trust
Company, N.A.
(800) 446-2618

Independent Accountants

BDO USA, LLP
Boston, MA

Third Quarter 2017
Financial Results Call

Wednesday, November 1, 2017
10:00 a.m. E.T.

For dial-in information, contact:

Timothy Oakes
Chief Financial Officer
(781) 246-3343

or visit the Investor Relations site:
ir.edgewater.com