

**FOR IMMEDIATE RELEASE**

## ***Inverness Graham Completes New Platform Investment***

*Inverness Graham and Management Partnered on the Transaction. RACO Wireless is the 4th Acquisition from IGI-II*

**Philadelphia, PA, October 9, 2012** – Inverness Graham Investments, a lower middle market private equity firm based in suburban Philadelphia, is pleased to announce the control recapitalization of RACO Wireless, LLC (“RACO Wireless”), the fourth platform investment from Inverness Graham II, L.P. and its second investment in as many months. Headquartered in Cincinnati, Ohio, RACO Wireless is a Mobile Virtual Network Operator (“MVNO”) providing cellular connectivity solutions and services to more than 400 machine to machine (“M2M”) solutions providers. M2M, which enables real-time data communications with remote machines, is well established for applications such as remote asset monitoring, utility meter reading and fleet telematics services. Recent M2M applications, including hourly rental car (“car sharing”) services, e-readers and Smart Grid automation, along with a host of other creative solutions, are driving rapid growth. The M2M market is forecasted to grow from \$12B today to more than \$31B by 2016.

“RACO Wireless is a leading M2M connectivity platform that is uniquely positioned to capitalize on favorable industry dynamics,” stated Michael Morrissey, Managing Principal of Inverness Graham. “Inverness is excited to partner with the RACO Wireless team to support the company's organic and acquisitive growth and development initiatives” Morrissey added.



This acquisition is the first step in a larger strategy to becoming the leader in M2M wireless enablement. RACO Wireless has proven the success of their model with back to back years of 300%+ growth. “With RACO Wireless’ industry leading and award winning Omega Management Suite (OMS) platform as the foundation, we will be aggressively growing the M2M business through both acquisition of other industry players and continued organic growth,” said Rob Adams, CEO of RACO Wireless. “We not only want to grow our business but we want to help our customer partners grow their businesses with the additional value-added services and collaboration that RACO Wireless will be bringing to the table.”

The RACO Wireless leadership team, with a combined 200 plus years of M2M experience, will continue to manage the business. “Our message of being the easiest to do business with because we have the most experienced team, with the best tools will not change. This investment provides RACO with another avenue to accelerate our growth in an industry that is expanding at an unprecedented rate,” said John Horn, President of RACO Wireless. “I am proud of what we have accomplished so far but it is just the beginning of what will be an incredible future.”

Though terms were not disclosed, Silicon Valley Bank provided the senior debt to finance this transaction. RACO Wireless is a proprietary investment opportunity identified as a part of Inverness Graham’s active search in the wireless communications industry.

**About Inverness Graham Investments:** Inverness Graham is an operationally focused, lower middle market private equity firm headquartered in suburban Philadelphia. Inverness Graham acquires high growth, innovative manufacturing and service companies. The firm has over \$250M of assets under management and was founded by senior executives of the Graham Group, an alliance of independently owned and operated industrial and investment management businesses that share in the common legacy of entrepreneur Donald C. Graham's industrial endeavors. For more information, please visit [www.invernessgraham.com](http://www.invernessgraham.com).

**About RACO Wireless:** RACO Wireless, as a T-Mobile partner for 10 years, is a leading provider of wireless data solutions to the machine-to-machine (M2M) industry. The company specializes in delivering wireless data your way by making it easy for companies to build, support and enhance wireless M2M applications. RACO Wireless can assemble a flexible, end-to-end M2M wireless

connectivity solution for its partners - including delivering custom rate plans, tailored billing solutions and customized wireless connectivity as well as helping them brand their M2M applications and delivering 24/7 customer service. Among its numerous awards, RACO Wireless has been recognized with a Stevie® Award from the American Business Awards as 2012's "Most Innovative Tech Company" and as the "2012 Entrepreneurial Company of the Year" by Frost and Sullivan. For more information, visit the company's website at [www.racowireless.com](http://www.racowireless.com).

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