



FOR IMMEDIATE RELEASE

Inverness Graham Completes New Platform Investment

Inverness Graham Completes Third Acquisition from IGI-II with the Buyout of DataSource

Philadelphia, PA, July 13, 2012 – Inverness Graham Investments, a lower middle market private equity firm based in suburban Philadelphia, is pleased to announce the acquisition of DataSource, Inc. (“DataSource”), the third platform investment from Inverness Graham II, L.P. Headquartered in Kansas City, MO, DataSource is a technology-enabled Business Process Outsourcing (“BPO”), solutions provider offering print supply chain management services for companies across a wide array of end markets.

Inverness Graham invests where innovation is transforming traditional industries. DataSource leverages its integrated i360™ technology platform to enable retailers, franchisors and other multi location customers to outsource the entire printing process - from planning and creation, to printing and delivery of brand focused printed material. DataSource is not burdened with high cost print assets, but leverages its spending power with print suppliers nationwide to deliver its customers cost savings typically in the range of 15% to 30%.



“We believe DataSource has a strong competitive advantage in the BPO space as it is one of the few outsourced service providers able to offer a true end-to-end, print supply chain management solution,” stated Scott Kehoe, Managing Principal of Inverness Graham. “We believe DataSource is uniquely positioned to achieve strong organic and acquisitive growth. Since 2007, DataSource has completed three acquisitions and will serve as an excellent “platform” given its proven ability to

integrate and grow these acquisitions, favorable industry dynamics, strong customer relationships and experienced management team.”

David Holland, CEO and President of DataSource comments, “DataSource is a recognized player within the print supply chain management industry which intersects the large and highly fragmented \$45 billion U.S. BPO and \$84 billion U.S. Commercial Print markets. Our services include design, sourcing, warehousing, fulfillment, technology integration, print-on-demand and print management of marketing materials, operational documents and integrated digital communication. Partnering with Inverness Graham will provide access to additional financial and operating resources that will accelerate the Company’s growth and create new opportunities for DataSource’s employees and customers.”

Though terms were not disclosed, Fifth Third led the senior debt financing, with Triangle Capital providing subordinated debt to support the transaction. DataSource was advised by William Blair & Company.

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 with enterprise values up to \$75M. 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.

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