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## ***Inverness Graham leads the Merger and Recapitalization of Portfolio Company***

*Merger and Recapitalization of Energy Solutions International, Inc. and Entessa, Inc., going forward to be known as Energy Solutions International*

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**Philadelphia, PA, June 7, 2010** – Inverness Graham, a lower middle market private equity firm based in suburban Philadelphia, led the merger and recapitalization of its portfolio company, Energy Solutions International, Inc. (“ESI”), and Entessa, Inc. ESI sells a suite of software solutions including pipeline network design, leak detection, scheduling, nominations and invoicing to over 250 midstream oil and gas pipeline operators around the world.

The merger with Entessa, Inc, extends the breadth and depth of ESI’s oil and gas software capabilities. Entessa’s core product Synthesis, enables oil and gas companies in both the midstream & downstream markets to manage the logistical operations, inventory, billing, tracking and invoicing aspects of their business in one integrated product suite.



Dr. Jo Webber, Executive Chairman of Energy Solutions, will maintain her role going forward. Brian Freed, the President and CEO of Entessa, will stay on as CEO of the combined company. Dr. Webber explained, “The real-time integration of our software solution provides end-to-end visibility in our customer’s executive suite and control rooms. Our solution allows them to manage the billions of dollars of oil and gas assets in their networks.”

“The addition of the Entessa team, Synthesis platform technology and key customers adds to the growing strength and direction of ESI’s global operations,” stated Michael Morrissey, Principal of Inverness Graham. “The Company also expands its offering into the downstream segment of the oil

and gas market. This combination will create the best integrated software platform available in the market answering the operational and commercial needs of our customers.”

Although terms of the transaction were not disclosed, Square 1 Bank led the senior debt financing and Triangle Capital provided the subordinated debt to support the transaction. GulfStar Group served as the Investment Banking Advisor for Entessa, Inc.

**Inverness Graham Investments ([www.invernessgraham.com](http://www.invernessgraham.com)):** Inverness Graham is an operationally focused, lower middle market private equity firm headquartered in suburban Philadelphia. Inverness acquires high growth, innovative manufacturing and service companies with enterprise values of less than \$75M. The firm has over \$175M under management and was founded by senior executives of the Graham Group of industrial businesses.

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