



FOR IMMEDIATE RELEASE

## ***Inverness Graham Strengthens its Value Creation Group with the Additions of Two Seasoned Operating Executives***

---

Wayne, PA, April 19, 2024 – [Inverness Graham](#) (“IGI”), a Philadelphia based buyout firm that acquires innovative companies where technology is transforming traditional industry, is pleased to announce the recent additions of Tonya Zweier as Financial Operating Partner and Jeffrey (Jeff) Silverman as Growth Operating Partner within its Value Creation Group (“VCG”). Tonya and Jeff bring extensive experience working with lower middle market businesses. Building upon the firm’s 60+ year operating heritage, VCG is now 12 professionals strong and is purposely resourced for partnering with founder-owners in the lower middle market.

Tonya serves as a Financial Operating Partner leading VCG’s business visibility function. Tonya joined us from The Riverside Company, a leading private equity firm, where she served as Finance Director, overseeing the detailed analysis of financial performance, implementing best practices across reporting and forecasting processes and applying analytics and data-based insights to promote revenue growth and EBITDA expansion. Prior to The Riverside Company, Tonya served as a financial executive for both publicly traded and private equity-backed, high-growth technology companies, including McBee, Alliance Global Services, the Neat Company, and Safeguard Scientifics, where she helped stakeholders and investment partners realize strong results. As an executive with 30+ years of progressive financial experience – including 10+ years of private equity experience – Tonya brings significant expertise in developing and implementing solutions to help businesses navigate a variety of challenges and achieve rapid growth.

Jeff joined us as a Growth Operating Partner leading VCG’s revenue generation function. Jeff is a seasoned executive with over 30 years of experience leading all aspects of the go-to-market functions – including sales, marketing, and account management – specializing in SaaS solutions, technology-enabled services, medical devices, disposable supplies and capital equipment. Prior to joining Inverness Graham, Jeff served in several sales leadership positions, including as Chief Revenue Officer at Qualifacts where he managed the revenue teams to drive the growth of the business from \$20M to \$170M. Jeff’s experience in this role involved multiple acquisitions and integrations as well as the

successful exit to Warburg Pincus. In addition, Jeff has led sales organizations and teams for prominent healthcare providers such as Change Healthcare and McKesson Provider Technologies.

“We are excited to welcome Tonya and Jeff to the Inverness Graham team and Value Creation Group,” said Trey Sykes, Managing Principal at Inverness Graham. “Tonya and Jeff each bring decades of C-suite operating experience in their areas of expertise. We are confident that they will be strong contributors to Inverness Graham’s portfolio company value creation efforts and longstanding culture of continuous improvement.”

## **About Inverness Graham Value Creation Group**

Inverness Graham's approach is as unique as its heritage and builds upon the 60-year operating legacy of the Graham Group. The Inverness Graham Value Creation Group ("VCG"), currently a team of 12 professionals, works side-by-side with portfolio company management teams to drive and support key operational value creation initiatives. VCG is comprised of multi-time, private equity backed CEOs as Senior Operating Partners and a focused group of functional operating partners and specialists across finance, strategy, human capital management and revenue generation. This core team is supplemented by a group of over 100 third-party specialists including former portfolio company CEOs, vertical industry experts and a broad range of functional operating professionals who are leveraged to support the efforts of the dedicated, full-time VCG.

The collaboration across Inverness Graham, the VCG and our portfolio companies is critical to Inverness Graham's strong track record of driving operational excellence in lower middle market businesses for over 20 years.

## **About Inverness Graham Investments**

[Inverness Graham](#) is a Philadelphia based buyout firm that acquires innovative companies where technology is transforming traditional industry. The firm's Flagship strategy focuses on high-growth businesses in Healthcare, Tech-Enabled Services / Software and Advanced Manufacturing. The firm's Green Light strategy targets tech-enabled businesses where Environmental Sustainability is a key driver of accelerating growth. Inverness Graham executes a differentiated, repeatable model for value creation through its proprietary Strategic Platform Build approach. Founded by senior executives of the Graham Group, the firm builds upon a 60-year legacy of operational excellence, bringing substantial value creation resources and an innovative mindset to support its portfolio company partners.

FOR FURTHER INFORMATION CONTACT:

Wilson Tong ([wtong@invernessgraham.com](mailto:wtong@invernessgraham.com))

**Phone:** 610-722-0300