



**FOR IMMEDIATE RELEASE**

## **OptConnect Announces Significant Financial Investment from Graham Partners**

(SILICON SLOPES, Utah) December 12, 2017 – OptConnect, a leader in managed wireless solutions, announced today that its high growth will be further accelerated by a significant financial investment from Graham Partners, a private investment firm based in suburban Philadelphia, PA.

Chris Baird, President of OptConnect, said, “Graham’s industry expertise and experience investing in the IoT and smart safe industries resonated with the OptConnect team. We are thrilled to be working together with Graham as we continue the legacy of delivering meaningfully unique solutions for our customers for many years to come.”

Graham Partners will utilize their prior experience in the IoT space, the ATM industry, and with cash trends to add value to OptConnect going forward. Rob Newbold, Managing Principal at Graham Partners, stated, “OptConnect is a leading, innovative player in the industry with superior technology, deep customer relationships, and strong business practices. Graham plans to leverage the company’s leading market position and continue its expansion into high-growth IoT end markets.”

OptConnect is benefiting from the industry-wide conversion to managed connectivity solutions, the transition from traditional wireline services towards wireless networks, and the broader trend towards connected devices with IoT functionality. Members of Grant Victor, the prior parent company representing the founders and previous leadership of OptConnect, will retain an investment in OptConnect. The transaction terms were not disclosed. OptConnect was advised by R.W. Baird.

### **About Graham Partners**

Graham Partners ([www.grahampartners.net](http://www.grahampartners.net)), headquartered in suburban Philadelphia, PA, is a private investment firm focused on investing in businesses with advanced industrial technologies, innovative product offerings, and strong growth potential.

### **About OptConnect**

OptConnect is North America's leading provider of managed service wireless connectivity for ATMs, Smart Safes, Kiosks, Micro Markets, Digital Signage, and other custom applications. OptConnect provides a secure and reliable monitored wireless connection to the Internet for unattended equipment that is easy, low-risk, and convenient: All supported by a superior customer service infrastructure. OptConnect has spent 10+ years perfecting managed wireless services so that customers can focus on their core business strengths without having to deal with the delays, complexities, and frustrations of typical cellular deployments. OptConnect's fully



managed solution provides Connectivity-as-a-Service for M2M and IoT applications that are simple and easy to implement.

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**Media Contact**  
**Kevin Dalton**  
**Chief Experience Officer**  
**OptConnect**  
**[Kevin.Dalton@OptConnect.com](mailto:Kevin.Dalton@OptConnect.com)**