



## Hamilton Robinson Capital Partners

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The countdown begins...you have **5** days before the midterm elections. All **435** seats in the US House of Representatives and **35** seats in the Senate will be contested. As we head to the polls, very few of us are still "pulling levers". Most of us will fill out a card that is automated, **transferring data into information and information into the insight of America!** In our connected world, the results will go viral instantaneously with the political pundits utilizing Big Data to communicate the implications for public policy directly to our iphones, smart watches, tablets, TVs and let's not forget Alexa.

Over **5.5 million new devices come online every day**. By 2020 there will be **20.4 billion** connected devices according to Gartner research. We need to begin thinking of the internet of things as positive disruption through automation and the Industrial Internet of Things (IIOT) as a way to **dramatically improve the productivity and safety of industrial settings by freeing workers from routine tasks**. Imagine workplaces where workers can use their creativity and judgment - the arena where humans beat machines every time.

Despite this, many businesses have been slow to adopt IIOT. **84% of decision makers say IIOT would create new revenue streams** for them, but almost three-quarters haven't made any concrete progress toward this, and **just 7% have an IIOT strategy** according to an IndustryWeek study **#1** - We are proud to announce that our portfolio company, GrayMatter Systems, won the Tech 50 as **Solution Provider of the Year: Innovative Technologies** for its ongoing commitment to automation in many of America's blue chip industrial companies. The **digital transformation of industrial operations is a primary investment theme at Hamilton Robinson**. We are currently investing directly in the industrial technology sector to assist companies as they embrace a digital future.

As you **get out there and vote next week with the hope of a better tomorrow...think about any clients you may have in this space. We would welcome the opportunity to partner with you** to deliver solutions to your clients that make the promise of Industry 4.0 a reality. Please feel free to contact us at **203-602-0011** or email below.

## ABOUT HAMILTON ROBINSON

Hamilton Robinson Capital Partners was founded in 1984 to invest directly in small, privately held manufacturing, distribution and service businesses. The firm has maintained its singular focus on this dynamic market to become a valued resource for equity capital and growth strategies for small businesses. Based in Stamford, CT, the firm has completed over \$1.3 billion in transactions supporting over 50 companies. Investors include leading financial institutions, funds, family offices, and individuals in the United States and Europe. For more information, visit [www.hrco.com](http://www.hrco.com).

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