



Hamilton Robinson Capital Partners

Finally, baseball returns! America's favorite past-time has persevered through COVID-19 albeit without chewing tobacco, fist-bumps and high fives! There will be significant changes to the 60 regular season games. The designated-hitter (DH) rule will be used in both leagues and extra-inning games during the regular season will begin with a runner on second base. We should expect a high scoring, record breaking season as player development at every level has been supercharged with technology. The K-Vest is becoming a valuable tool in both college and professional sports to assess swing efficiency. The K-Vest is equipped with sensors to provide detailed information about a player's swing. It can evaluate the kinetic sequencing and rates of speed of key muscle/joint movements.

Hamilton Robinson understands how **technology and innovation play a critical role for not just athletes but manufacturers in a COVID-19 world**. Moreover, combining technology with Lean process improvement has the potential to "supercharge" ROI enabling investments to move forward in a tight budget environment.

The Lean/Digital Combination

- The Lean/digital combination is what manufacturers need going forward, "taking the money viewed as waste and using it on products with purpose" - Colin Parris, CTO GE Digital

AI - Providing Certainty in an Uncertain World

- "Machine learning algorithms have been able to spot patterns and correlations from a much broader array of seemingly unrelated data points to learn the demand patterns and provide forecasts with useable accuracy" - Alan Duncan, Senior Director of Industry Strategy, Blue Yonder

Visualization Technology - More Important than Ever

- "Even when equipment or product experts can't address technical issues in person, AR-enhanced remote assistance enables them to connect with on-site employees and even end customers to offer them contextualized information and expert guidance, helping them resolve these issues quickly and ultimately reduce downtime" - Sarah Reynolds, Vice President of Marketing, PTC

There is one factor that all the experts agree **technology cannot help us with and is crucial to success...courage!** Hamilton Robinson is actively looking to partner with business owners who have the courage to try something new, who are utilizing industrial technology to deliver solutions that will enable them to grow and succeed in these unprecedented times. Please reach out to us to learn more about the power of a partnership with HRCP. We can be contacted at 203-602-0011 or email below.

Sincerely,

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ABOUT HAMILTON ROBINSON

Hamilton Robinson Capital Partners is a lower-middle market private equity firm focused on making control investments in North American-based commercial service, distribution, specialty industrial manufacturing, and industrial technology businesses. Founded in 1984 and based in Stamford, CT, HRCP has completed over \$1.6 billion in transactions supporting over 55 family businesses and corporate divestitures. Investors include leading financial institutions, fund of funds, family offices, and individuals in the United States and Europe. For more information, visit www.hrco.com.

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