



Strategic Acquisition Creates Critical Mass for Services Firm

Challenge: A large, publicly traded company had the goal to position itself as a provider of high-end technical services to the Intelligence Community (IC) during a time of rapid growth, but was finding organic growth too slow to stake out a meaningful market position.

Analysis: Determination was made to pursue a strategic acquisition to rapidly position the company as a player in the space.

Implementation: Led the \$100M acquisition of a provider of high-end technical services with important positioning at the National Security Agency and elsewhere in the intelligence community.

Result: This acquisition established a significant position in the target market. It also brought critical management and technical talent into the company.

Cyber BDA Team Experience: Cyber BDA team members have proven experience leveraging M&A to successfully achieve companies' strategic growth plans.