

Executive Spotlight with Bob Kipps



Photo of Bob Kipps

Bob Kipps

Co-Founder

[KippsDeSanto & Co](#)

In the [06/21/2007 edition of ExecutiveBiz](#) we had a chance to catch up with **Bob Kipps**, Co-Founder of **KippsDeSanto & Co.**

Bob Kipps recently co-founded KippsDeSanto & Co and serves as Managing Director. KippsDeSanto is focused on providing M&A and other investment banking services to the IT, Defense and Technology sectors. Bob recently won the Dealmaker of the Year award. We sit down to hear about his new firm's strategy and approach as well as his views on the M&A market over the next couple years.

EXCLUSIVE CONTENT

The complete interview is only available to registered readers.

[Please register to access the full interview.](#)

Registration is free and takes less than 1 minute.

ExecutiveBiz: **Why did you start your company?**

Bob Kipps: First let me begin by saying we established our co...

[[REGISTER FOR COMPLETE RESPONSE](#)]

ExecutiveBiz: **What is your company's focus and niche?**

Bob Kipps: We are sticking to what we know – from a size, ind...

[[REGISTER FOR COMPLETE RESPONSE](#)]

ExecutiveBiz: **What is your business strategy and plan to compete against the larger players in the market?**

Bob Kipps: Unlike IPOs or other areas where capital and bread...

[[REGISTER FOR COMPLETE RESPONSE](#)]

ExecutiveBiz: **For your government contractor clients, what is your view of the upcoming SBA rule change on June 30th regarding re-certification?**

Bob Kipps: Near term, we expect the uncertainty associated wi...

[[REGISTER FOR COMPLETE RESPONSE](#)]

ExecutiveBiz: **Are valuations staying constant, going up or down?**

Bob Kipps: Across the board—meaning all industries—valuations...

[[REGISTER FOR COMPLETE RESPONSE](#)]

ExecutiveBiz: **What advice would you give to a founder looking for an equity event/exit strategy this year?**

Bob Kipps: Leverage the advice of your corporate and personal...

[[REGISTER FOR COMPLETE RESPONSE](#)]

ExecutiveBiz: **What is your view of the role of private equity in the federal contracting space?**

Bob Kipps: Given the grand slam successes experienced by Ante...

[[REGISTER FOR COMPLETE RESPONSE](#)]

ExecutiveBiz: **What is something most people don't know about you?**

Bob Kipps: Being born in the District and growing up in Arlin...

[[REGISTER FOR COMPLETE RESPONSE](#)]

ExecutiveBiz: **What is your favorite business book and why?**

Bob Kipps: Jack Welch's "Jack: Straight From the Gut" is a bo...

[[REGISTER FOR COMPLETE RESPONSE](#)]

For more information about KippsDeSanto & Co, visit www.kippsdesanto.com.

Interview with Bob Kipps conducted by JD Kathuria.

- Enjoy this interview? [Digg It!](#)
- [Check out more Executive Spotlights ...](#)