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## **KippsDeSanto Expands Expertise in Commercial Technology Sector**

***-Industry Leaders Join Growing Firm to Spearhead Commercial Technology Initiative -  
- Firm Anticipates Significant M&A Growth in Sector -***

**VIENNA, VIRGINIA** – KippsDeSanto & Co., a premier investment banking organization, has announced that leading technology M&A advisor, Gretchen F. Guandolo, will be leading the firm’s expansion in the commercial technology sector. Ms. Guandolo brings extensive experience in working with public, private and venture-backed technology companies. Her deep industry knowledge combined with strong execution skills makes her an excellent addition to the KippsDeSanto team.

KippsDeSanto provides comprehensive transaction advisory services – primarily M&A, financing and strategic consulting – to leading defense and technology companies. Kipps DeSanto’s senior bankers collectively have advised on nearly 100 M&A transactions involving approximately \$10 billion in deal volume.

Bringing her noted expertise to the commercial technology M&A team, Erin Lucien also has joined KippsDeSanto as Vice President and will be working with Ms. Guandolo to expand the firm’s presence nationally and internationally. Ms. Guandolo and Ms. Lucien bring almost 30 years of experience in transaction and strategic advisory services for leading technology companies. Ms. Guandolo and Ms. Lucien co-founded Agility Advisors, a technology-focused M&A and strategic advisory firm. Prior to Agility Advisors, both worked for Udata Capital, a boutique investment banking firm focused on the technology sector. Ms. Guandolo and Ms. Lucien have been involved with the successful execution of over 30 M&A transactions, with a particular focus on enterprise software, IT services and mobile technologies.

“We are thrilled that Gretchen and Erin are joining our team,” stated Bob Kipps, co-founder of KippsDeSanto. “Consistent with our growth plans, we are selectively adding best-of-breed bankers who bolster our technology sector expertise and positioning ourselves to aggressively capture new market opportunities.”

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Continued Guandolo, “With our shared vision of transactional rigor and excellence, Erin and I welcome the opportunity to lead KippsDeSanto’s activity in the commercial technology sector.” She added, “Joining forces with KippsDeSanto strengthens our ability to capitalize on real-time industry trends and provide first rate advice to clients through in-depth technical and strategic analysis.”

KippsDeSanto, headquartered in the Washington, DC area, is ideally situated in the heart of the technology and government sectors. The firm is uniquely positioned to deliver customized, comprehensive transaction advisory services - leveraging the team’s breadth of experience, creativity and deep industry expertise.

*KippsDeSanto & Co. is a premier investment bank, focused on delivering exceptional results for leading technology and defense companies. KippsDeSanto works closely with business owners and management teams seeking liquidity, planning the next step in their company’s growth, or executing their company’s merger or acquisition. For more information about KippsDeSanto & Co., visit [www.kippsdesanto.com](http://www.kippsdesanto.com).*