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KippsDeSanto & Co. Advises Fusion Technology, LLC on its Sale to CALIBRE Systems

KippsDeSanto & Co. is pleased to announce the sale of our client, Fusion Technology, LLC ("Fusion"), to CALIBRE Systems, Inc. ("CALIBRE"). This deal closed September 16th and marks KippsDeSanto & Co.'s seventh transaction of 2016.

Headquartered in Reston, VA, Fusion is a leading provider of enterprise talent management solutions and instructional systems design strategies to the National Intelligence Community ("IC"). Fusion delivers innovative pedagogical approaches for instructional curriculum design to produce desired learning outcomes. Furthermore, Fusion's web application development capabilities provide the full spectrum of enterprise software development and integration services, spanning the entire software development lifecycle for highly customized and sophisticated web applications.

In addition to complementary core capabilities and domain expertise, which CALIBRE can immediately deploy to deepen its footprint within existing customers, Fusion offers CALIBRE unique access to new customers in the IC.

We believe this transaction demonstrates several key trends in the government services M&A environment:

- Strategic buyers continue to target M&A opportunities that address strategic gaps, especially in well-funded markets such as the IC;
- Differentiation remains paramount to attracting acquisition interest, whether it is technical capability, domain knowledge, customer access, or experienced / cleared employee base;
- Buyers and investors are increasingly focused on companies with strong past performance, customer relationships, unrestricted prime contracts, and near-term revenue visibility; and
- Strategic buyers are continuing to deploy capital through acquisitions as a viable growth strategy.

KippsDeSanto & Co. is an investment bank focused on delivering exceptional M&A and financing transaction results for leading technology and defense companies. For more information on KippsDeSanto & Co., please visit www.kippsdesanto.com.

PRESS RELEASE

CALIBRE Announces the Acquisition of Fusion Technology, LLC

Alexandria, Virginia, September 16, 2016 – CALIBRE Systems, Inc. (CALIBRE) announced that it had acquired Fusion Technology, LLC, of Reston, Virginia. Terms of the deal were not disclosed. KippsDeSanto & Co. represented Fusion Technology, a leading provider of enterprise talent management solutions and instructional systems design strategies to the intelligence community.

"The acquisition of Fusion Technology combines complementary capabilities of our two companies and provides opportunities to build upon a strategic fit and shared core values of integrity, innovation, and excellence in supporting defense, federal civil, and intelligence community markets," Joe Martore, President & CEO of CALIBRE, said in a statement. "Fusion Technology brings incredible talent and technology resources that will support CALIBRE's diversification strategy, continuing to ensure our clients' success and positioning CALIBRE to pursue new opportunities."

"CALIBRE exemplifies the founding values of Fusion Technology, which include delivering high quality solutions, leveraging innovative technologies, and building a team of talented employees. We view this acquisition as an opportunity to multiply the capabilities of both organizations. We are excited to be a part of the next generation of CALIBRE employee-owners," said Malcolm Patel, CEO of Fusion Technology.



Founded in 2008, Fusion Technology has broad domain knowledge and a record of success in supporting the intelligence community with instructional systems design, application development services, and strategic consulting solutions.

About CALIBRE

Established in 1989, Alexandria, Virginia-based CALIBRE Systems, Inc. is an employee-owned management consulting and information technology solutions company supporting government and industry decision-makers with management analysis, technology solutions, and program support. CALIBRE builds and delivers practical, timely, best value solutions to solve management, technology, and program challenges.

For more information about CALIBRE, please visit www.calibresys.com.

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