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## **KippsDeSanto Announces Investment Banking Firm Focused on IT, Defense, Communications and Government Contracting Sectors**

*- Trend-Setting Founders Bring 20 Years Experience –  
- New Website Launches [www.kippsdesanto.com](http://www.kippsdesanto.com) -*

**VIENNA, VIRGINIA** -- Two renowned investment bankers have formed a premier investment banking organization, KippsDeSanto & Co., focused on delivering exceptional transaction results for leading growth-oriented companies in IT, Defense, Communications and Government Contracting.

Bob Kipps and Kevin DeSanto, founders of KippsDeSanto & Co., are known for their established leadership in the fields of M&A, private financing and strategic consulting. Together, Mr. Kipps and Mr. DeSanto have over 20 years of experience in M&A and investment banking, having advised on over 30 transactions totaling more than \$3 billion in value – including five of Washington Technology's Big Impact Deals during the last three years.

“Based on recent consolidation amongst investment banks, we saw an incredible opportunity to create an employee- and client-centric advisory firm, free of conflicts and committed to providing superior service to our clients,” said Bob Kipps, co-founder of KippsDeSanto & Co.

“By capitalizing on real-time industry trends and in-depth technical and strategic analysis, our solutions-driven approach is highly structured and uniquely tailored to each client,” said Kevin DeSanto, co-founder of KippsDeSanto & Co. “Additionally, we value each and every client relationship for the unique challenges it presents – there is no “off-the-shelf” approach with us.”

KippsDeSanto, headquartered in Northern Virginia, 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 their team's breadth of experience, creativity and deep industry expertise.

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**KippsDeSanto & Co.**

Also today, the company launched its new website, [www.kippsdesanto.com](http://www.kippsdesanto.com), highlighting its services, as well as the principals' transaction track record and extensive industry knowledge.

“Bob Kipps and Kevin DeSanto know their business - their clients, the marketplace, the buyers, the process, and how (and when) to negotiate for optimal terms,” said Kathi Yeager, former President and Chief Executive Officer of Datatrac Information Services, Inc. “They listened to our objectives and ultimately orchestrated a process that was consistent with the interests of the shareholders, management and employees of Datatrac. Their depth of M&A experience and personal touch were critical to attaining a successful result.”

Mr. Kipps and Mr. DeSanto were formerly investment bankers at Houlihan Lokey Howard & Zukin. Mr. Kipps was Managing Director and a leader of its Aerospace·Defense·Government Group. Mr. DeSanto was a Senior Vice President in the Group. Mr. Kipps was recently named “Dealmaker of the Year” by the Association for Corporate Growth’s National Capital Chapter. He serves on the boards of several companies and is a member of University of Virginia’s McIntire School of Commerce Advisory Board. The firm’s principals are active members of the Professional Services Council, Fairfax County Chamber of Commerce, Potomac Officers Club, and ACG National Capital Chapter.

*KippsDeSanto & Co., established in May 2007, and headquartered in Northern Virginia, is a premier investment bank, focused on delivering exceptional results for leading growth oriented companies in IT, Defense, Communications, and Government Contracting. 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 regarding KippsDeSanto, visit its website, [www.kippsdesanto.com](http://www.kippsdesanto.com).*

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