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## **KippsDeSanto & Co. Advises Information Management Consultants on the Sale of its Health & Life Sciences and Defense & Public Sector Business Units to CALIBRE Systems**

KippsDeSanto & Co. is pleased to announce the acquisition of the Health & Life Sciences (“H&LS”) and the Defense & Public Sector (“D&P”) business units of our client, Information Management Consultants, Inc. (“IMC” or the “Company”), by CALIBRE Systems, Inc. (“CALIBRE”).

Headquartered in Reston, VA, IMC is a leading provider of health informatics, enterprise content management, and technology solutions to government and commercial customers. IMC’s H&LS and D&P groups deliver valuable solutions to Federal agencies in the health, defense, and other civilian markets, and have significant domain expertise and long-term relationships with strategic end customers such as National Institutes of Health (“NIH”), Food and Drug Administration (“FDA”), Department of Homeland Security (“DHS”), and Department of State (“DOS”), as well as select commercial healthcare clients. Leveraging a network of Subject Matter Experts (“SME”) and technologists, IMC delivers solutions via a holistic approach by providing a complete range of services from problem identification through execution.



In addition to a complementary set of core capabilities and technology expertise between the two companies, IMC’s H&LS and D&P businesses offer CALIBRE unique access to new customers in the Federal health market, including NIH and several of its core directorates, as well as provide resources and experience that supplement CALIBRE’s existing presence and expertise with several key defense and homeland security customers.

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 health care
- Differentiation remains paramount to attracting acquisition interest, whether it is technological capability, intellectual property, customer access, or business development
- Buyers and investors are increasingly focused on companies with strong past performance, customer relationships, unrestricted prime contracts, and near-term revenue visibility
- Mid-tier strategic buyers are becoming increasingly focused on deploying 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](http://www.kippsdesanto.com).

We welcome the opportunity to discuss how KippsDeSanto & Co. can help you achieve your strategic objectives.

## PRESS RELEASE

### **CALIBRE Announces the Acquisition of the Health & Life Sciences and the Defense & Public-Sector Groups of Information Management Consultants (IMC)**

**Alexandria, Virginia, August 31, 2015** – CALIBRE Systems, Inc. (CALIBRE), an Alexandria, Virginia-based employee-owned management consulting and information technology solutions company, said Monday that it had acquired the Health & Life Sciences and the Defense & Public Sector groups of Information Management Consultants (IMC) of Reston, Virginia.

The transaction closed on Monday. Terms of the deal were not disclosed. KippsDeSanto & Co. represented IMC, a leading provider of health informatics, enterprise content management, and information technology solutions to federal and commercial organizations.

"This acquisition combines the complementary expertise of our two companies in federal and commercial markets," Joe Martore, President & CEO of CALIBRE, said in a statement. "We look forward to the IMC employees joining the CALIBRE team to create an even more trusted partner for current and new clients."

Founded in 1981, IMC is one of the most trusted and reliable technology consultancies in the DC metro area. IMC serves the information technology needs of federal government, health and life sciences, and commercial clients.

"We are very happy to have found an acquirer in CALIBRE whose leadership, prominence, and dedication to quality is second to none. We are thrilled that our employees will now be part of a company that is equally employee friendly and dedicated to fulfilling the missions and goals of our clients, and will also offer employees an opportunity to grow and prosper in the coming days," said Sudhakar Shenoy, Chairman and CEO of IMC.

The acquired assets will become one of CALIBRE's five operating divisions. Ms. Dorisa Harris will assume the leadership role for the new CALIBRE Information Management Consulting Division.

#### **About CALIBRE**

Established in 1989, CALIBRE supports 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](http://www.calibresys.com).

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