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KippsDeSanto & Co. Advises Digital Results Group on Its Sale to Novetta Solutions

KippsDeSanto & Co. is pleased to announce the sale of our client, Digital Results Group, Inc. ("DRG" or "the Company"), to Novetta Solutions, LLC ("Novetta"), a portfolio company of Arlington Capital Partners. DRG delivers next-generation, multi-source intelligence collection, command, control, and exploitation ("C2 / PED") solutions to customers across the defense and intelligence communities. A critical differentiator of the Company's technology is the ability to seamlessly process operations and intelligence data from a wide range of systems, platforms, and sensors, and then provide tools to visualize and exploit this information from anywhere across the network. The transaction provides hardware and software solutions for multi-INT data collection, collaboration, and exploitation to Novetta's growing suite of advanced analytics and mission-critical analysis solutions.



Based in Boston, MA, DRG is a leader in the development of innovative solutions that support critical defense, intelligence, and security missions. By fusing real-time sensor, operations, and intelligence data into a common operating picture and exploitation tool set, DRG's solutions deliver best-in-class capabilities to support operations and analysis from the tactical edge to the global enterprise. DRG's browser-based technology solutions significantly improve collaboration, understanding, mission execution, and outcome. DRG's solutions are deployed to support a range of mission profiles to include ISR / persistent surveillance, force protection, precision fires, mission support / battle command, and intelligence collection, analysis, and reporting. At the core of the platform is a widely fielded, C2 / PED solution called Ageon ISR, which has been tailored to meet unique mission requirements and computing environments to provide unparalleled mission flexibility.

We believe this transaction demonstrates several key trends in the aerospace / defense and government technology solutions M&A environment:

- Premium value placed on companies with evolutionary business models that deliver innovative solutions supporting critical C4ISR missions
- Buyers are looking to acquire proprietary products, technology, and intellectual property to complement and expand upon existing solutions
- Value of strong relationships with well-funded customers in priority budget areas

KippsDeSanto & Co. is an investment bank focused on delivering exceptional M&A and financing transaction results for leading aerospace / defense and government technology solutions companies.