



New investment banking firm geared to contractors

- By [Michael Hardy](#)
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Two experienced financial professionals have formed a new investment banking organization specifically for government contractors. The firm, KippsDeSanto & Co. of Vienna, Va., will aid contractors in mergers and acquisitions, private financing and consulting.

The firm's market also includes information technology and communications firms.

Bob Kipps and Kevin DeSanto, the firm's founders, have more than 20 years of combined experience in M&A work and investment banking, according to the firm's announcement. Together they have advised firms in more than 30 transactions totaling more than \$3 billion in value.

"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," Kipps said.

DeSanto emphasized the firm's ability to tailor its services to each client's individual needs. "There is no off-the-shelf approach with us," he said.

Kipps and DeSanto were formerly investment bankers at Houlihan Lokey Howard & Zukin. Kipps was managing director of that firm's aerospace, defense and government group, and DeSanto was a senior vice president in the group.

About the Author

Michael Hardy is the news editor for Federal Computer Week.