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KippsDeSanto & Co. Advises InfoReliance Corporation on its sale to ECS Federal, LLC

KippsDeSanto & Co. is pleased to announce the sale of our client, InfoReliance Corporation ("InfoReliance" or the "Company"), to ECS Federal, LLC ("ECS"). InfoReliance is a leading provider of next-generation information technology ("IT") services including cloud computing, cybersecurity, enterprise IT, and software engineering services and solutions to the Department of Defense ("DoD"), Federal Civilian agencies, and select commercial customers.

Based in Fairfax, VA, InfoReliance deploys full life cycle cloud delivery and cloud solution development, offers advanced cybersecurity services facilitating predictive defense, develops efficient software solutions, and provides enterprise and line of business capabilities across all Chief Information Officer mission areas. InfoReliance's unique as-a-service solutions offerings and skilled, experienced employees have led to deep relationships with DoD and Federal Civilian customers as well as strong partnerships with major industry leaders such as Amazon Web Services, Microsoft, and McAfee Inc.



Through its partnership with InfoReliance, ECS will enhance its ability to pursue cyber, cloud, enterprise IT, and software engineering opportunities across its robust portfolio of contracts, which includes Alliant, CIO-SP-3, CIO-CS, NASPO Valuepoint, and OASIS. The addition of InfoReliance's next-generation IT capabilities and new contract awards are expected to accelerate ECS's transformation from a services provider to a systems integrator and solution provider for national defense and intelligence customers.

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

- Buyers are focused on M&A as an effective strategy to access next-generation IT capabilities including cybersecurity, cloud, and "as-a-service"
- Mid-sized strategic buyers are increasingly focused on transformational acquisitions which provide synergies and a strong history of past performance with key government customers
- Importance of relationships with key strategic partners that allow for the development, implementation, and support of full life cycle solutions

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

PRESS RELEASE

ECS Federal Acquisition of InfoReliance

FAIRFAX, Va., April 18, 2017 /PRNewswire/ — ECS Federal, LLC "ECS" announced today the acquisition of InfoReliance, a leading provider of cybersecurity, cloud computing, software engineering solutions and managed services.

George Wilson, CEO of ECS Federal said, "In the past five years ECS has transformed from a services company to a rapidly growing performer, systems integrator, and solution provider in the national defense and intelligence markets. The acquisition of InfoReliance will add \$150M in new revenues delivering next generation cloud and cyber solutions at an enterprise scale. This, along with new contract awards has greatly accelerated ECS's transformation."

ECS is now providing cybersecurity solutions and active cyber defense to the Navy, Army, Department of Homeland Security, Department of Justice, Defense Health Agency and the Intelligence community. The acquisition of InfoReliance also expands ECS's agile software delivery capability supporting the Navy, USMC, USPS, FBI, the Intelligence Community and DOL.

InfoReliance core leadership, operations and delivery teams will continue as a wholly owned subsidiary and together with ECS will pursue cyber, cloud, enterprise IT and software engineering opportunities. The companies will further invest in key strategic partnerships with Amazon Web Services, Microsoft, McAfee, and RSA Security. Together they bring more competition to commercial and government markets, in particular across ECS's highly sought after Government Wide Acquisition Contracts (GWAC) including Alliant, CIOSP-3, CIO-CS, SEWP, NASPO Valuepoint and OASIS.

Andrew Butler, InfoReliance CEO, will join ECS as Senior Vice President and strategic advisor to Mr. Wilson. He stated, "We built our business over the past seventeen years by earning the trust of our customers through continuous innovation and a relentless commitment to their success. ECS's culture, leadership, and equal commitment to the highest-standards is a perfect match and we couldn't be more excited about the future for our employees, partners, and customers."

Kipps DeSanto represented InfoReliance in the deal.

About ECS Federal, LLC

ECS has nearly 2,500 employees, C2017 revenues of over \$500 million and is recognized as a Top Workplace by the Washington Post. ECS delivers systems, software and expertise supporting National Defense, cyber, cloud services and intelligence markets, holds CMMI Level 3, ISO 9001:2008, ISO/IEC 20000 and ISO/IEC 27000:2013 certifications and employs agile methodologies to deliver mission critical software. For more information, visit our web site at www.ecs-federal.com.