

**DATE**

November 18, 2024

**SECTORS**

Technology & Software

**DEAL TYPE**

M&A Advisory

**DEAL LOCATIONS**



**DEAL TEAM**



**Eric Wagner**

Managing Director



**Ryan Frew**

Director

**UN SDG ACTIVITY**



# DC Advisory advises Critical Insight on its sale to Lumifi



## Background

- Critical Insight is a leading provider of managed detection and response (MDR) and other cybersecurity assessment and advisory services
- Based in Bremerton, Washington, Critical Insight serves over 200 customers including hospitals, health clinics, local governments, utility companies, and school systems
- Critical Insight provides 24/7 cybersecurity monitoring, investigation, and remediation via its security operations center (SOC).
- The company's technology platform analyses data from cybersecurity tools deployed in client environments, triages and prioritizes alerts, as well as automates investigation and response workflows
- Lumifi is a cybersecurity platform, providing security for businesses nationwide against ransomware and the latest security threats

## Process

- Critical Insight engaged DC Advisory as an exclusive financial advisor to deliver comprehensive sell-side advisory services
- DC Advisory worked with Critical Insight's management team to design and execute a process to engage with strategic and private equity buyers with interest in the company and / or segment

## Outcome

- Lumifi acquired Critical Insight on October 31, 2024.
- The acquisition expands Lumifi's service offerings and strengthens its presence in the Healthcare, Government and critical Infrastructure sectors marking its third acquisition in 13 months
- This transaction illustrates DC Advisory's strong transaction execution expertise and the Cybersecurity & Risk team's demonstrated track record of success advising multiple companies in the MDR segment

"The DC Advisory team, led by Eric Wagner and Ryan Frew, was instrumental in achieving a successful outcome for Critical Insight and its stakeholders. The DC Advisory team's expertise and relationships in the cybersecurity sector, tireless commitment, transaction structuring expertise and advice were instrumental in finding and consummating a transaction with a partner that shares our vision."

Garrett Silver  
CEO, Critical Insight

"We are honored to have served as Critical Insight's exclusive financial advisor in its sale process. Lumifi's acquisition of Critical Insight is a testament to the strength of its service offerings and criticality to customers. The transaction also demonstrates DC Advisory's ability to catalyze interest and deliver successful outcomes."

Eric Wagner  
DC Advisory, US

## Disclaimer

For more information, please see our [transaction disclaimer](#)

For important information regarding testimonials, please see our [disclaimer](#).

