

DATE

October 16, 2020

SECTORS

Aerospace, Defense &
Government Services

DEAL TYPE

M&A Advisory

DEAL LOCATIONS



DEAL TEAM



Chris Oliver
Managing Director



Ryan Frew
Vice President

DC Advisory advised Welsh, Carson, Anderson & Stowe (WCAS) on its acquisition of GovernmentCIO



Background

- Welsh, Carson, Anderson & Stowe (WCAS), a technology-focused private equity firm, has acquired GovernmentCIO (GovCIO), a leading provider of high-end tech and digital solutions to the Federal Health IT Services market
- WCAS has appointed Jim Brabston, a former senior executive at Stanley and Camber, to serve as CEO. Joe Cormier, a former senior executive at Camber, Sotera Defense and ManTech, will serve as an EVP and CFO. GovCIO founder Brian Moran will also stay with the company
- DC Advisory served as exclusive financial advisor to WCAS on its acquisition of GovCIO

Process

- GovCIO, founded in 2010, provides next-gen technology solutions and digital services, including DevOps, cybersecurity, data analytics, AI and Agile transformation
- GovCIO has a franchise position within attractive federal health agencies, including the Department of Veterans Affairs and Department of Health and Human Services
- The company has won \$700+ million of prime awards with these agencies in the past three years and holds seats on key contract vehicles, including T4NG and VICCS

Outcome

- WCAS' investment in GovCIO will support continued organic growth with existing and adjacent customers

- This transaction will enable GovCIO's to reach new customers and expand its capability areas through focused acquisition strategy
- The partnership enables GovCIO to invest in its technical capabilities and customer relationships to further differentiate its value proposition in the market
- WCAS' partnership with GovCIO will help the company achieve its next level of growth and scale