



# DM&A Service

Comprehensive M&A coverage in defense, aerospace and government technology markets.

## DM&A Service at a glance...

### Capabilities

- DM&A Daily provides daily information and analysis of M&A activity in defense, aerospace, and government technology markets
- Fast, customizable search engine that delivers current and historical data
- Detailed coverage of more than 150 PE firms and over 250 portfolio companies
- Reports on buyer profiles and insight into competitor strategies
- Provocative commentary on the strategies of the industry's leading dealmakers

### Benefits

- Superior decision support in M&A planning
- Daily understanding of market activity and movement
- More efficient use of time and money in due diligence activities
- Improved strategic account management and planning
- Gain competitive advantages through comprehensive industry and sector views



## Where M&A and Industry Intelligence Meet

Since 1989, U.S. and international defense companies, investment banks and advisors, consultancies, and government organizations have relied upon the DACIS Mergers & Acquisitions (DM&A) service for real-time domestic and international analysis. In our service they find...

- U.S. and international M&A transactions affecting **defense, aerospace, and government technology** markets
- Public and privately-held company transactions
- Private Equity firm profiles and portfolio companies
- Investment Bank activity
- Buyer Profiles, at the corporate and operating segment levels

And DM&A offers even more... original operational analysis of significant deals, coverage of decision makers, regulatory agencies, venture capital—along with Comparable Transactions for thousands of industry deals.

With its seamless integration with DACIS Professional Edition and other DACIS modules, no wonder hundreds of industry leaders rely on DM&A. This is **industry-specific coverage** not available anywhere else, at any price. Visit [dacis.com](http://dacis.com) and schedule your free trial to learn why DACIS DM&A has been the industry standard for more than two decades.

The image displays two screenshots of the infoBASE DM&A service interface. The left screenshot shows the 'DM&A Daily' page, which includes a search bar, navigation tabs (News, Companies, Contracts, Programs, Customers, FBO Pro™, DM&A, DoD Budget, FPDS Pro™), and a main content area with a headline about EBIT Systems Ltd. signing a definitive agreement. The right screenshot shows a detailed transaction page for 'Parsons Corp. Acquires Polaris Alpha, LLC From Arlington Capital Partners'. This page includes a 'BRIEF' section, a 'BUY SIDE' table listing the buyer (Parsons Corp.), an 'ACQUIRED' table listing the target (Polaris Alpha, LLC), and a 'COMPARABLE DEALS' section. The interface is clean and professional, with a clear focus on providing detailed M&A information.

DM&A Daily – Real-time Insight and Analysis

DM&A Transactions – Deals, Context, Analysis

# DM&A + DACIS: For the M&A Practitioner. From Screening to Due Diligence.

## Screening

**You know what you need.** A beachhead with a high-priority customer. A seat on a desirable Multiple-Awardee IDIQ Contract. **Technology** that complements your own. Whatever your need, there are a lot of candidates out there. And DACIS—the industry-leading competitive intelligence service of which DM&A is a part—is there to help you screen for the best possible candidates.

### THE INDUSTRY'S BEST COMPANIES INTELLIGENCE

DACIS breaks down the companies you care about by operating segment, division, cost center—even joint ventures and equity interests. We match each level with the contracts they've been awarded, program involvement—even individual DoD Budget line items. It's the business-unit-specific information you **must** have—and only DACIS has it.

### SCREEN LIKE A NINJA

What is your target's contracts mix? Firm fixed price... Cost plus? What percentage of their work is sole-sourced? Are they overly reliant on one customer? On set-asides? Who do they subcontract with? Some of the same people you subcontract with? How's their R&D looking? Are their programs funded in the DoD Budget? What multiple-awardee vehicles are they on? Don't guess when you can **know**.

### KNOW YOUR TARGET'S CUSTOMERS

The more specific the customer-side information, the better. DACIS gets **very** specific. Not just contracting offices, but who's funding the work. PEOs... and the PMs within PEOs (see the graphic at right). These are the levels where synergies and conflicts manifest themselves. You'll see parent companies and all the business units and JVs reporting to them. And you'll see their contracts—dates, values, and more. With links to DACIS-proprietary descriptions.

### DACIS IS A SCREENING MACHINE...



#### U.S. Army PEO IEW&S, Project Manager Terrestrial Sensors (PM TS)

DACIS Customer Code: US-A-04AB7  
Location: Fort Belvoir, VA

DESCRIPTION	RANKINGS	Prime Contract Obligations (in \$ Thousands)				
		Parent Company	FY18	FY19	FY20	3-Yr Total %
1	Raytheon Technologies Corp.		72,435	64,191	55,368	191,995 16.1%
2	SAIC	Science Applications International Corporation	44,788	48,221	57,471	150,480 12.6%
3	CACI	CACI International Inc	45,145	59,643	31,960	136,748 11.5%
4	Chemring Group	Chemring Group plc	27,392	39,525	62,555	129,474 10.9%
5	QINETIQ	QinetiQ Group Plc	32,480	30,679	19,146	82,305 6.9%
6	GENERAL DYNAMICS	General Dynamics Corporation	7,709	892	68,886	77,487 6.5%
7	Leidos	Leidos Holdings, Inc.	9,682	15,388	36,542	61,613 5.2%
8	LEONARDO	Leonardo Spa	7,739	48,665	1,135	57,540 4.8%
9	H	Huntington Ingalls Industries, Inc.	5,037	24,413	27,062	56,513 4.7%
10	FLIR	FLIR Systems, Inc.	6,143	19,818	20,665	46,627 3.9%
11	STS	STS International, Incorporated	30,541	9,276	0	39,817 3.3%
12	ALION	Alion Science and Technology Corporation	3,685	28,886	5,312	37,884 3.2%
13	Patricia	Patricio Enterprises, Inc.	8,242	15,744	13,833	37,820 3.2%
14	MINUTEMAN	Minuteman Security Solutions L.L.C.*	6,351	5,374	10,880	22,606 1.9%
15	MILLENNIUM	Millennium Corporation	4,727	3,944	8,047	16,720 1.4%

ALL CONTRACTS, TOs, AND OTAs CAN BE EXPORTED.

## All the Way to the Finish Line

### Due Diligence

"Trust but verify" isn't just good advice when it comes to arms treaties. DACIS arms you with valuable intelligence heading into due diligence.

DACIS has tools that help you understand:

- Intellectual Property (IP)
- Organizational Conflicts of Interest
- Reliance on small-business set-asides
- Contract Terminations
- Contract Novations
- Foreign Ownership
- Protest Involvement
- Industry Day Attendance
- Strategic/M&A Activity
- Pending Down-Selects

## Own It Today

### Subscribe

Only one publisher offers an M&A service focused on aerospace/defense/government technology markets. And that service is seamlessly integrated with the industry's leading competitive intelligence resource. **DACIS/DM&A.** Put them both in your toolbox today.

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