## The industry's premiere source of M&A information and analysis.

## DM&A Service

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

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

#### Capabilities

DEFENSE &

- 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 and schedule your free trial to learn why DACIS DM&A has been the industry standard for more than two decades.

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DM&A Daily	DM&A Daily	💮 DM&A		ons Corp. Acquires Polaris	Alpha, LLC	From		
EDITIONS	DEFENSE + AEROSPACE + GOVERNMENT TECHNOLOGY		Arur	igton Capital Partners				
Mon., Apr. 8, 2019	Frl., Apr. 5, 2019	DM&A Daily	BRIEF				BRIEFLY	
Fri., Apr. 5, 2019	DEALS & DEVELOPMENTS	Transactions	Privately held	Parsons Corp. acquired Polaris Alpha. LLC	from private equi	ty firm Arlington	Deal Type:	Acquisition
Thurs, Apr. 5, 2019		SEARCH RESULTS - PREVINEXT	Capital Partne				Announced:	5/21/2018
Wedn., Apr. 3, 2019	Elbit Systems Ltd. has signed a definitive agreement under which subsidiary Elbit Systems of America, LLC (ESA) will acquire the Night Vision business of Harris Corp.	1 RECORDS 1 1	BUY SIDE		Acquisitions	Divestitures	Status:	Complete
Tues., Apr. 2, 2019	The \$350 million transaction is necessitated by Harris' planned merger of equals		PARSONS	Parsons Corp., The Paradena CA	7		Closed:	5/31/2018
· MORE	with L3 Technologies-the company which happens to contain the U.S. Army's other	TOOLS	PARSONS	Parsons Federal	7		FINANCIALS	
TOPICS	primary night vision systems manufacturer. The business' sale to Elbit clears the way for the Harris/L3 Technologies deal, still scheduled to close in mid-calendar year	ReportGenerator  Figure This Record	PAHSUNS	Pasadena, CA			Stake:	100%
Deals & Developments     Regulatory	2019, subject to satisfaction of customary closing conditions, including receipt of	Wew Flagged Records	ACQUIRED		Acquisitions	Divestitures	Price (\$M): Revenues:	\$489.1
After the Fact	regulatory approvals.	Datasets		Polaris Alpha, LLC Colorado Serinos, CO	3	1	Oper, Inc.	\$18.4
Advisors	Buyer Profile   Harris Corp.	Add to Dataset \$		EOIR Technologies, Inc.		1	Employees:	1,300
Private Equity	FILLS . It's been more than 25 years since Elbit Computers acquired the Fort Worth,			Aberdeen Proving Ground, MD			COMPARABLE	DEALS
Financing     Also Heard	FUGUR Teas-based Electronics Manufacturing Center of General Dynamics Corp., picking up for the low, low price of \$15.5 million a business which made components for the F- of Fighther Palcon Cand freeing General Dynamics to sell the F-16 bunness itself to Lockheed	DACIS FYI Email This Record	->PILARIS	Polaris Alpha Advanced Systems Inc   Polar Alpha Advanced Systems Fredericksburg, VA	ris 1	6	Information Ter IT Services	
Venture Capital Focus	the next month).	Private Equity	→PILARIS	Polaris Alpha Cyber and SIGINT, LLC Annapolis Junction, MD		2	Cybersecurit Analytics   2	
SEARCH	That ground-breaking acquisition was the first of ten for Elbit as a humble electronics manufacturing facility in Fort Worth became the headquarters of Elbit Systems of America, a	Advisors	POLARIS	Polaris Alpha Cyber Technologies, LLC Ekridos, MD		2	Special	U
Search the DM&A Daily Archive	redoubtable supplier of equipment spanning six market segments (defense, homeland	Buver Profiles	100	Ekridge, MD Intelligent Software Solutions, Inc.			Private Equit	ty Seller   659
Go	security, commercial aviation, public safety communications, medical instrumentation, and sustainment and support. Critical to this expansion was its early decision to enter into a	Comparable Deals	ISS	Hampton, VA			NEWSWIRE	
SIGNUP	Special Security Agreement (SSA) with the U.S. Department of Defense. The SSA allows ESA		4	Fourth Dimension Engineering LLC Columbia MD		2	OM&A Daily :	2019-04-12
To set up and manage delivery of the DM&A Daily	and its subsidiaries to participate in classified U.S. Government programs even though, due to its ownership by Eibit Systems, EFW is considered under the control of a non-U.S. interest.	Cash Flows/Deals	EC	EOIR Technologies, Inc.		2	OM&A Daily :	
to your email account dick here.	At \$350 million, Harris' Night Vision business will be costing Elbit more than the previous ten	Transactions by Year		Eatontown, NJ Solidyn Solutions, LLC		,	Alpha Holdin	p. Acquires Polaris Igs, LLC From
oux note.	transactions put together. It will secure Elbit a place as one of the U.S. Army's two primary	Datasets	SOLIDYN	Greenwood Wilege, CD		1	Arlington Cap 2018-05-21	pital Partners
Transactions	sources of night vision equipment (Harris will own the other once its merger of equals with L3 Technologies is complete in mid-year).		PROTEUS	PROTEUS Technologies LLC Annapolis lunction, MD		2		
Private Equity	Below, the 11 acquisitions which Elbit Systems has made in building out its Elbit Systems of		DIVESTING		Acquisitions	Divestitures		
Advisors	America business.			Arlington Capital Partners	54	14		
			A C P	Chevy Chase, MD				
	– Real-time Insight and Analysis		# ADVISOR	ALL PLANT PLANT				

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 ...

PE	iew&s	U.S. Army PEO IEW&S, P (PM TS) DACIS Customer Code: US-A-04AB7 Location: Fort Bellvoir, VA	roject Ma	anager 1	lerrestr	ial Sens	ors		
DESCRIPTION		RANKINGS Prime Contract Obligations (in \$ To							
		Parent Company	FY18	FY19	FY20	3-Yr Total	%		
1	G Reytheon Technologies	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	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		Huntington Ingalls Industries, Inc.	5,037	24,413	27,062	56,513	4.7%		
10	<b>\$FLIR</b>	FLIR Systems, Inc.	6,143	19,818	20,665	46,627	3.9%		
11	515	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	Patricio	Patricio Enterprises, Inc.	8,242	15,744	13,833	37,820	3.2%		
14		Minuteman Security Solutions L.L.C.*	6,351	5,374	10,880	22,606	1.9%		
15	Contractor of the second	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

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