

We seamlessly blend government contracts knowledge with practical business sense to help get the deal done. Our team is intimately familiar with the full spectrum of government contractor transactional issues, ranging from novation and name change requirements; small business size and affiliation standards; foreign ownership control or influence (FOCI); performance issues; pending claims, investigations, audits and disclosures; cost accounting implications; intellectual property and technical data rights and ownership; organizational conflicts of interest; facility and personnel security clearances; export controls; and ethics and compliance concerns.

**GOVERNMENT CONTRACTS DEAL TIPS:**

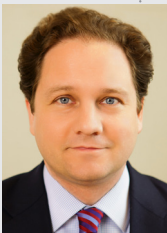
**IN THE MIDDLE-MARKET, POSITIONING IS KEY.** Having proprietary and scalable technology and solutions will differentiate you from others in the market. If you are transitioning, or have recently transitioned, from “small” to “large,” positioning your offering as “mission critical” can help you help convince skeptical buyers that there is a high probability of keeping customers in a full and open environment. Make sure your regulatory and compliance policies and procedures are up to date and being followed.

**ENGAGE KNOWLEDGEABLE ADVISORS TO ASSIST.** Mergers and acquisitions are complex. M&A in a regulated industry requires even more skillful navigation. Hire lawyers, accountants and bankers who know the government contracts industry and speak its unique language.

**START EARLY.** Start talking to advisors well in advance of going to market. The earlier you can engage good advisors, the more opportunity they will have to help you position yourself to the market to command a higher multiple and avoid delays in closing.

**FOR MORE INFORMATION, CONTACT:**

**REPRESENTATIVE EXPERIENCE**



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**Engility Acquires TASC**

We represented Engility Holdings, Inc. (NYSE: EGL) in its \$1.3 billion all-stock acquisition of TASC, Inc. This transaction will build on the strengths of each company to create a leading government services provider with more than 10,000 employees and approximately \$2.5 billion in revenue based on 2014 figures.

**Transactions for GovCon Focused Private Equity Firm**

We have represented private equity firm, GenCap America, in 16 transactions in the last eight years. Recently, we advised the firm in its acquisition of Aero Systems Engineering, Inc. and Renaissance Electronics, worldwide leaders in aerodynamic testing and engine test cells.

**Emergent BioSolutions Acquires Portfolio of Broad Spectrum Antibiotics**

We advised Emergent BioSolutions (NYSE: EBS) on the government contract related aspects of its acquisition of assets related to a contract with the Defense Threat Reduction Agency. Emergent BioSolutions purchased the EV-035 series of molecules, a portfolio of broad spectrum antibiotics that may fight bioterrorism agents, from Evolva Holdings SA (SIX: EVE).

**Acquisition of Intergraph Corp by Hexagon**

We represented Intergraph Corporation in its sale to Hexagon AB, a leading global measurement technology company, in a transaction valued at approximately \$2.125 billion.