

FOCUS Investment Banking Represents aeSolutions in the sale of its Division, aeCyberSolutions, to Deloitte Risk & Financial Advisory

*This announcement appears
as a matter of record only.*

aeCyberSolutions™

a division of
**ae
Solutions™**

has been acquired by

Deloitte.

The undersigned initiated this transaction,
assisted in the negotiations, and acted as
financial advisor to aeSolutions.

FOCUS
Investment Banking

Washington, DC, (August 9, 2021) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that aeCyberSolutions (aeCyber) has been acquired by [Deloitte Risk & Financial Advisory](#). aeCyber was the Industrial Cybersecurity (IC) division of [aeSolutions](#), a consulting, engineering and systems integration company based in South Carolina. FOCUS represented aeSolutions in this transaction.

“aeCyber’s proprietary risk assessment methodology along with its highly experienced staff have been instrumental in addressing cyber risks of modern networked, technology driven industrial plants,” said Manan Shah, Software, IT and Government Team Leader at FOCUS. “Following the sale of aeCyber, we look forward to seeing the growth and expansion of its business in the fast-growing cybersecurity market.”

aeSolutions was founded in 1998 as an automation company serving the process industry. With strong roots in oil exploration, the company later began focusing on growing its chemicals business. The company created its cybersecurity division in 2014 with a single employee and experienced significant growth that included attracting a team of top talent.

With the sale of its cybersecurity division, aeSolutions will focus on the growth and development of its core business of providing process safety consulting and automation engineering services to the industrial markets. aeSolutions plans to leverage today’s digitalization technologies for better insights and smarter decision making to continually improve customer onstream production to compete and win in today’s hyper-fast changing landscape.

“Our decision to sell aeCyberSolutions serves in the best interests of our industrial cybersecurity team and the customers they serve. Deloitte’s brand and access to the market and labor force made it a natural fit for that business and will expand the breadth and depth of those services,” said Ken O’Malley, Founder and President of aeSolutions. “Going forward, aeSolutions will pursue some exciting transformational opportunities for our company with an eye on geographic expansion and growth into new strategic markets.”

“aeSolutions built a great cybersecurity business and the sale process generated a tremendous amount of interest from a wide variety of companies – consulting, engineering, industrial security, amongst others,” added Rick Thomas, CEO of FOCUS. “We have been fortunate to complete a number of cyber related deals recently on behalf of our clients – the segment proves to be exceptionally active. Deloitte proved again that they are an exceptional partner in both working through a transaction and in stepping up to really take care of new employees.”

About aeSolutions

In business since 1998, [aeSolutions](#) is a consulting, engineering and systems integration company that provides industrial process safety and automation products and services. They specialize in helping industrial clients achieve their risk management and operational excellence goals through expertise in process safety, combustion control and safeguarding, safety instrumented systems, control system design and integration, alarm management, and related operations and integrity management systems.

About FOCUS Investment Banking

With more than three decades of experience, [FOCUS Investment Banking](#) is a trusted name in middle market M&A advisory services worldwide. Whether helping to sell, buy, or raise capital, FOCUS strives to maximize the value of every transaction for the benefit of its clients. Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC. For more information, visit www.focusbankers.com.

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