

# FOCUS Investment Banking Represents DIGITALiBiz, Inc. in its sale to Chickasaw Nation Industries, Inc.

**FOCUS**  
Investment Banking

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



has been acquired by



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



**Washington, DC, (September 2, 2021)** – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that [DIGITALiBiz, Inc.](#) (“iBiz”), an experienced Federal Government contractor providing next generation solutions, has been acquired by [Chickasaw Nation Industries, Inc.](#) (“CNI”), a federally chartered corporation wholly owned by the Chickasaw Nation. FOCUS represented iBiz in this transaction.

Founded in 2002, iBiz is an innovative provider of specialized information technology solutions, systems engineering, communications strategy, research and analysis, portfolio management and subject matter expertise to civilian and defense clients of the U.S. government. With over 200 employees, its expertise in systems, hardware, and software engineering disciplines, in addition to its in-depth knowledge of open systems architecture, allows the organization to develop turn-key systems to provide its clients with efficient and reliable solutions.

iBiz’s leadership team has strategically positioned the company for growth with a significant contract backlog, an experienced management team, and deep relationships within the Federal Aviation Administration and the U.S. Navy. The owner of iBiz is ready to transition the business to CNI, whose capabilities in information technology and operational support complement those of iBiz.

Steve Murray, iBiz President, commented, “The combination of iBiz and CNI services will result in a powerful set of transportation and technology capabilities for the U.S. Government. This acquisition will be a force multiplier for our current and future customers, enabling them to benefit from the collective experience of our teams.”

“The iBiz team adds important expertise and new contracts to our federal government contracting line of business,” said CNI CEO, David Nimmo. “This acquisition will continue our growth as a premier provider of mission-critical functions to our many civilian and defense customers.”

“CNI is the perfect company to build on iBiz’s legacy of outstanding service to our customers and employees,” added Michael Wu, iBiz CEO. “With our joint commitment to employee development and values-based culture, I believe the acquisition will create new growth opportunities for our employees in the years to come.”

“Great transactions like this are only possible with superior companies and exceptional leaders like those at iBiz and CNI,” said Barry Calogero, FOCUS Managing Director and Government Team Co-Leader. “I’m proud to have been a part of bringing these two outstanding organizations together. Their employees and customers have a bright future.”

“CNI emerged as a strong strategic fit for iBiz as we explored options,” said Manan Shah, FOCUS Managing Director and Government Team Co-Leader. “iBiz’s strong portfolio of capabilities and past performance at FAA has great applications not only at FAA but also across other areas of DoD and DOT and with CNI’s robust infrastructure, this combination will unveil great new options for growth for the combined companies.”

## About DIGITALiBiz, Inc. (“iBiz”)

[DIGITALiBiz, Inc.](#) (iBiz) provides business IT solutions, systems engineering and integration, research and analysis, communications strategy, and program management to support the U.S. federal government. The company’s mission is to maximize investments, utilize best practices, and partner with its customers to implement effective and scalable enterprise solutions. Headquartered in Rockville, Maryland, iBiz was voted a 2015 and 2016 Top Workplace and a 2018 and 2019 Best Place to Work in the Washington, D.C., area. In 2019, iBiz was named the Air Traffic Control Association (ATCA) Annual Outstanding Achievement for Small Business Award winner and in 2021 iBiz earned the Top Workplaces USA Award.

## About Chickasaw Nation Industries, Inc. (“CNI”)

[Chickasaw Nation Industries, Inc.](#) (“CNI”) is a federally chartered corporation wholly owned by the Chickasaw Nation. Headquartered in Norman, Oklahoma, CNI serves as a holding company with over a dozen subsidiaries that operate as Limited Liability Companies (LLCs) engaged in multiple lines of business. CNI is proud to support the economic development of the Chickasaw Nation and to contribute to the tribal mission of enhancing the overall quality of life of the Chickasaw people.

## About FOCUS Investment Banking (“FOCUS”)

With more than three decades of experience, [FOCUS Investment Banking](#) (“FOCUS”) 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](http://www.focusbankers.com).

*\*These testimonials may not be representative of the experience of all clients; testimonials are not a guarantee of future performance or success.*



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