

FOCUS Investment Banking Represents General Informatics in its Acquisition of CMS IP Technologies

FOCUS
Investment Banking

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



a portfolio company of



has acquired



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



Washington, DC, (February 22, 2022) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture, and corporate finance services, announced today that [General Informatics](#) (“GI”), an IT managed services provider and network infrastructure company and a portfolio company of [Rosewood Private Investments](#) (“RPI”), has acquired [CMS IP Technologies](#) (“CMS”), a leading managed IT provider. FOCUS advised GI in this transaction.

“We are very excited to begin working with the team at CMS and continue to grow our geography and services portfolio,” said Don Monistere, CEO and President of GI. “With offices in Beaumont, Lufkin, Livingston, and Pueblo, we will have a much broader reach to service the Texas and Colorado markets.”

This is GI’s second acquisition in Texas, the first being Unicom Technologies. Leadership from both CMS and Unicom will begin working closely to better serve their customers and other businesses in Texas by combining their resources and experience.

Derek Bell, President of CMS, stated, “It was great to be surrounded by like-minded individuals who are focused on growing the IT managed services business while expanding into new geographies.”

In 2020, General Informatics partnered with RPI to develop an aggressive growth plan that includes both organic and acquisitive growth. In the past year, GI has expanded its reach to Mississippi, Alabama, the Carolinas, and Texas. The partnership with RPI has allowed GI, and now CMS, to continue to invest in the latest technology, attract top talent, and better serve the needs of customers.

This is General Informatics’ first acquisition in 2022 and its fourth since its partnership with RPI. GI and RPI are excited about the process of continuing to build out GI’s and CMS’s presence in the Southeast United States.

“CMS is an excellent addition to General Informatics,” said Briton Burge, Principal at RPI. “We believe General Informatics is the premier managed service provider in every market we serve; CMS will further add to our expertise and resources while strengthening GI’s presence in Texas and opening up a new market in Colorado.”

“Our client’s focus in acquisitions is not just on financially stable and profitable companies, but on those who have plans for organic growth,” added Abe Garver, FOCUS MSP Team Leader and Managing Director. “CMS is a home run from that perspective, and we’re delighted to have found two management teams who are so passionate about joining together.”

About General Informatics

[GI](#) is a full-service IT Managed Services Provider (“MSP”), cloud services business, and IT consultancy which has built a comprehensive suite of services to become one of the leading IT partners to state and local governments, healthcare organizations, educational institutions, and private businesses in the Southeast. With offices in Baton Rouge, New Orleans, Charlotte and Birmingham, GI aims to provide its customers with a complete IT solution, including the successful expansion into telecom and infrastructure services.

About CMS IP Technologies

[CMS IP Technologies](#) has been a leader as a technology solutions provider since 1984 with an established presence in the Texas, Louisiana, and Colorado markets. This company is a family of individuals who thrive on the advancement of technology and the opportunity to grow with the ever-changing field. Its goal is to assist customers in making the best choices for their business and to keep their networks secure and running.

About FOCUS Investment Banking (“FOCUS”)

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.

FOCUS’ Managed Service Provider (MSP) Team is one of the most active and successful in North America. FOCUS’s MSP Team executes on a customized strategy tailored to meet each client’s objectives. We bring deep industry expertise and years of transaction experience to every engagement.

Securities transactions conducted by FOCUS Securities LLC, an affiliated company, registered Broker Dealer member FINRA/SIPC. For more information, visit <https://focusbankers.com/msp/>.

*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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