

# FOCUS Investment Banking Represents Avar Consulting Inc. in sale of AMDEX Corporation

*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 Avar Consulting, Inc.



Washington, DC, (April 29, 2021) – [FOCUS Investment Banking](#) (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that [Avar Consulting, Inc.](#) (Avar), a well-established policy research firm headquartered in Rockville, Maryland, has been acquired by [AMDEX Corporation](#), a rapidly growing IT and professional services firm based in Silver Spring, Maryland. Both companies are woman- and minority-owned IT-focused government contractors. FOCUS represented Avar in this transaction.

Avar Consulting specializes in health care quality improvement, attitude behavior research, survey methodology, program evaluation, statistical analysis, data visualization, and database development and management. Avar provides a range of professional services primarily to federal government agencies in the areas of health care quality, public health, education, social welfare, labor economics, refugee resettlement, veterans’ affairs and transportation. Avar Consulting will operate as a wholly owned subsidiary of AMDEX.

“This is an exciting day for Avar to become a part of the AMDEX family,” said Avar Founder and Chief Executive Officer Z. Joan Wang. “We are confident that this acquisition will provide new opportunities for our team. Combining the companies’ complementary capabilities will greatly expand our business platform and allow us to provide a greater depth of cost-effective solutions to our customers. We look forward to working together to usher in a new wave of development.”

The acquisition of Avar adds highly specialized professionals and capabilities to support customers with their unique and critical needs, said Herman Singh, vice president of AMDEX Corporation. “The addition of Avar Consulting allows us to work together and leverage their impressive capabilities across the enterprise,” he said. “Avar will become a key corporate asset that we expect to generate future growth and accelerate innovative solutions for our customers.”

“Avar has built an impressive business performing statistical analysis and quality improvement for CMS and other civilian agencies. In AMDEX, they have found the right partner that will provide complementary capabilities and greater resources for future growth of the combined organizations,” said Manan Shah, Managing Director and Government Aerospace & Defense Team Co-Leader at FOCUS Investment Banking.

“Avar is making a significant difference around improving health and medical outcomes in partnership with CMS,” added Barry Calogero, Managing Director and Government Aerospace and Defense Team Co-Leader at FOCUS. “Coupled with their strong statistical analysis capability for civilian agencies, Avar delivers real value to many Americans. AMDEX will help Avar employees and customers to expand their impact through the addition of technology and performance tools and capabilities. It’s a true win-win.”

## About Avar Consulting

[Avar Consulting, Inc.](#) (Avar) is a policy research firm headquartered in Rockville, Maryland, Avar specializes in attitude-behavior research, survey research, program evaluation, technical assistance and training, data analysis/management, and IT support. Since 2006, Avar has been providing a wide range of professional services in the areas of public health, education, social welfare, labor economics, refugee resettlement, veteran’s affairs, and transportation. Avar’s clients include federal, state, and local government agencies, non-profit organizations, and private corporations.

## AMDEX Corporation

[AMDEX Corporation](#) is a rapidly growing IT and professional services firm founded in 1987 and headquartered in Silver Spring, Maryland. AMDEX is a woman-owned, minority-owned, small disadvantaged business that provides services and solutions in strategic business transformation, software systems modernization, enterprise information management, cybersecurity, Health IT, and federal financial management. AMDEX places the highest value on honesty, integrity, and performance excellence.

## 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](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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