

# FOCUS Investment Banking Represents McNulty & Associates in its Sale to Citrin Cooperman

**FOCUS**  
Investment Banking

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



**MCNULTY & ASSOCIATES**  
ENGINEER - CONSULT - CAPTURE

has joined



**CITRIN COOPERMAN**  
FOCUS ON WHAT COUNTS

The undersigned initiated this transaction, assisted in the negotiations, and acted as financial advisor to McNulty & Associates, Inc.

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Investment Banking

**Washington, DC, (April 22, 2022)** – FOCUS Investment Banking (“FOCUS”), a national middle market investment banking firm providing merger, acquisition, divestiture and corporate finance services, announced today that McNulty & Associates (“McNulty”), an industry leading provider of price-to-win (PTW) and competitive analysis and assessments professional services, has joined Citrin Cooperman, one of the nation’s largest professional services firms. FOCUS represented McNulty in this transaction.

McNulty Founder, President, and Chief Executive Officer Michael McNulty will join Citrin Cooperman as a partner, along with the company’s nationwide team of employees and consultants. The McNulty team will bring depth, growth, and innovation to Citrin Cooperman’s government contracting practice, which dovetails into its strategy of building deep benches of talent in its sector-focused approach.

“We are excited to have Michael and his experienced team join our firm. Their collaborative culture will fit perfectly with Citrin Cooperman, creating even more value for our growing government contracting business,” stated Alan Badey, CEO of Citrin Cooperman. “We have great expectations for the success of this new practice area, and we look forward to the opportunity to expand and strengthen the capabilities of our overall government contracting practice.”

For the last 15 years, McNulty has supported many of the leading public sector firms providing services to the U.S. Government. Its team of research analysts, technology experts, pricing and financial analysts, technologists, and parametric modelers provide clients with exceptional insights and understanding of the program, budget, competitive landscape, and pricing for their must-win opportunities. McNulty clients benefit from the firm’s unique combination of decades of experience coupled with innovative processes to solve their competitive challenges.

“This is the perfect opportunity to expand our best-in-class practice with the ability to increase our resources and gain entry to new markets,” added Michael McNulty. “By joining forces with the team at Citrin Cooperman, our clients will have access to enhanced services and support that accelerate and maximize their growth efforts.”

The McNulty team will be joining the government contracting practice at Citrin Cooperman. Built on a strong foundation of exceptional client service, Citrin Cooperman’s government contracting practice assists government contractors in several areas beyond core audit and tax services in a wide range of industries, including technology, communications, defense, security, intelligence, and professional services. Its dedicated practice stays ahead of the perpetually changing and complex government rules and compliance issues to help companies navigate unexpected changes in accounting standards, policies, laws, tax, and regulatory requirements. The team works proactively from pre-award through the life cycle of the contract to maintain compliance and ensure client profitability.

“The McNulty and Associates team will add significant value to Citrin Cooperman customers,” noted Barry Calogero, Managing Director at FOCUS Investment Banking. “Government and defense contractors rely on McNulty to gain a competitive advantage and we believe that Citrin Cooperman will support McNulty to reach new customers and together will make their customers more successful. Two great companies are poised for an amazing future.”

## 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’s Government and Defense Team is one of the most experienced government and defense investment banking teams in the country. The combination of deep industry and operational experience, extensive market penetration, years of transaction experience, and a comprehensive approach to M&A provides our customers with customized strategies tailored to meet each client’s objectives.

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

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

## FOCUS DEAL TEAM



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