

**FOCUS OVERVIEW** 

# GOVERNMENT & DEFENSE ONE OF THE MOST EXPERIENCED MIDDLE MARKET INVESTMENT BANKING TEAMS IN THE COUNTRY.

Since 1982, our team of investment bankers and senior advisors have advised numerous clients in the government and defense sector with M&A and corporate finance services. Recognizing the growing demand for our activities in this sector, we formed the GAD industry practice group to better serve our clients.

# **AREAS OF FOCUS**

- C4ISR
- Critical Infrastructure Protection
- Defense Electronics and Avionics
- Environmental Remediation & UXO
- Healthcare and Life Sciences
- IT Services and Cybersecurity

- Logistics and Mission Support
- Management, Consulting and Professional Services
- Modeling and Simulation
- PMO, Acquisition Support and Human Capital Management
- Space Systems and Satellite Communication

## SAMPLE TRANSACTIONS









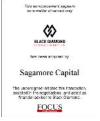
















## **TEAM CONTACTS**

## **BARRY CALOGERO**

Team Leader
Managing Director
703-628-3093
barry.calogero@focusbankers.com

## **ERIC OGANESOFF**

Managing Director 202-470-1969 <u>eric.oganesoff@focusbankers.com</u>

### JIM SOWERS

Managing Director 804-525-8541 <u>jim.sowers@focusbankers.com</u>

### PETER LEWCZYKOWSKI

Associate 708-655-1378 peter.lewczykowski@focusbankers.com



**FOCUS OVERVIEW** 

# A LEADING MIDDLE-MARKET INVESTMENT BANK WITH DEEP INDUSTRY EXPERTISE NATIONWIDE FOOTPRINT AND GLOBAL REACH

#### **ABOUT US**

Combining more than 40 years of M&A advisory experience, FOCUS Investment Banking drives results for middle marketing clients across 11 coverage groups. With over 50+ professionals, FOCUS boasts a nationwide footprint and access to foreign markets through 36 global partnerships.

# **WHO WE ARE**

- Middle market investment bank since 1982; serving clients from \$10-\$300M in transaction size
- Nationwide presence with 30+ bankers and 15+ staff and advisors
- Deep industry experience in targeted industry verticals
- M&A Worldwide partner firm, providing FOCUS clients local expertise—globally

# WHAT WE DO

## **Sell Side**

FOCUS delivers superior results with a systematic, comprehensive sales advisory process targeting the optimal acquirer for each client's business.

## **Buy Side**

FOCUS helps companies grow via targeted acquisition campaigns that reach a wide variety of companies, including companies not actively for sale.

## **Capital Raise**

FOCUS arranges debt and/or equity financing to help fuel client growth.

## **Industry Practice Areas**

Advanced Manufacturing
Automotive Aftermarket
Business Services
Consumer
Food & Beverage
Government & Defense
Industrials & Energy
Healthcare
Supply Chain
Technology Services
Telecom

CONDUCTED OVER

250

TRANSACTIONS FIRMWIDE

**OVER** 

40

YEARS OF MIDDLE MARKET EXPERIENCE

## **WHY FOCUS**

- Bankers have a deep C-level industry operating experience, that optimizes our deal execution
- Customized approach that is tailored to meet each client's objectives
- All engagements are run by senior bankers
- Dedicated senior research team with premier research tools and databases, providing superior research capabilities
- Proven track record of success with strong references